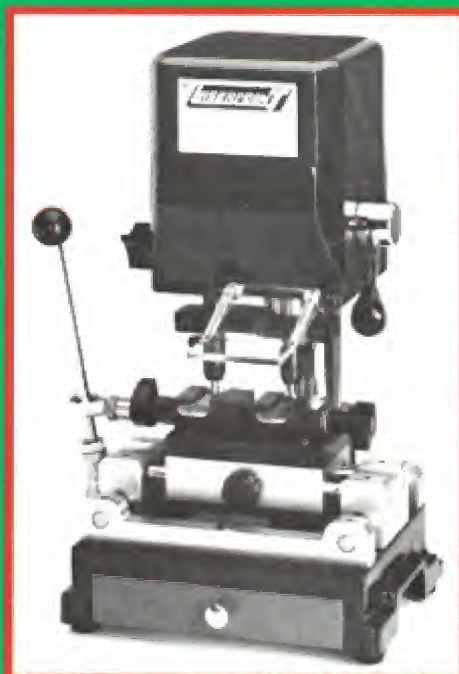
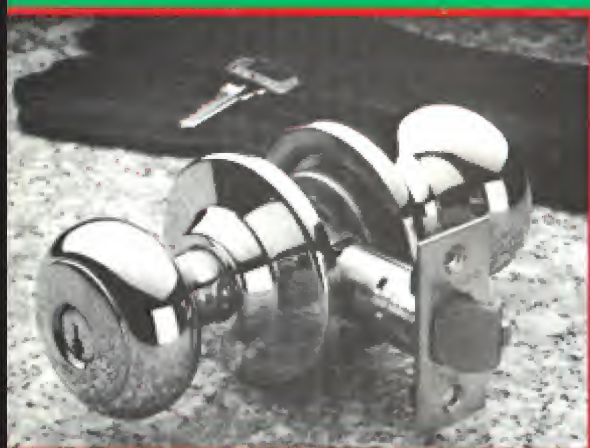


The National Locksmith®

January 1991



Distributor Profiles Issue

Contents

Features

22 The 200 Year Old Locksmith

Can you imagine being in business for 200 years? Well, Boston Lock & Safe Company has done it.

24 Distributor Profiles

Here is an opportunity for you to get to know some of your wholesalers even better.

58 The Maxum By Medeco

This manufacturer has introduced a deadbolt that virtually defies physical attack.

62 Installing Panic Bars

Jack Roberts doesn't think you should panic when it comes to installing these babies. Read on!

70 Eagle Safe Service

Here's Dale Libby picking on another poor safe again this month. The big bully!

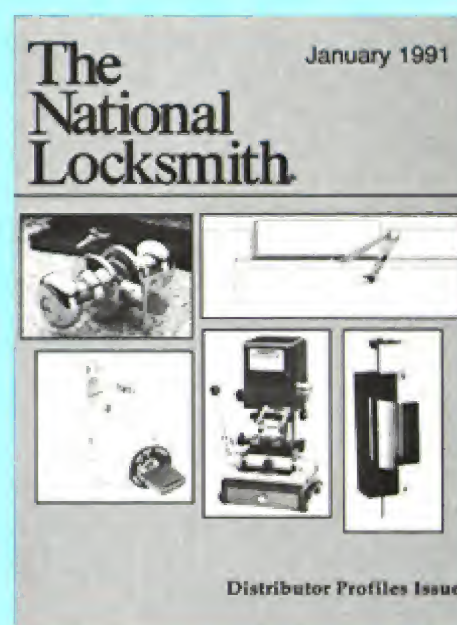
74 HPC's Learning Center

Offering accredited courses in locksmithing is the educational division of HPC.

76 The Lighter Side

This month Sara Probasco tells us a wet and slippery tale of locksmithing in the boonies.

*Click on the article
you wish to read*

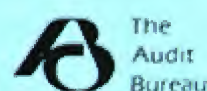


On The Cover
For our Locksmith Distributor Profile Issue, we're featuring product from five major line manufacturers: (Clockwise from upper left) Dexter by Master Lock's Danbury Knob; LCN Series 400 Super Smoothee® Door Closer; Rofu International's Series 1402 Electric Strike; the Laserpoint™ key machine from HPC, Inc.; and a Saturn Ignition from Briggs & Stratton Technologies.

Departments

5 Commentary 6 Letters 9 Technitips 14 Newsmakers

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Commentary

None Dare Call It Recession

Are we in a "recession" or is it an "economic slowdown?" That's like asking, "Was Vietnam a 'war' or was it a 'police action?'" What's the difference? If we send an army somewhere to fight, then people are going to get killed. And if business drops off seriously in many parts of the country at once, people are going to get financially squeezed. So I don't care what they call it. Things are tough out there for a lot of people right now.

Is this going to last a whole lot longer? I hope not. A lot of what I read calls for slow times for the first two quarters of 1991, then an improvement in the economy is expected. Of course, the situation with Iraq could change this forecast at any time.

Should the situation there be resolved quickly, without bloodshed, then one would expect the price of oil to stabilize. Also, there would be increased confidence in the economy. This could rapidly improve the picture. Still, as a locksmith, you are being subjected to a lot of forces beyond your control. You need gas to run your service vehicle and that portion of your overhead has greatly increased. And with consumer confidence down, maybe you aren't getting as many calls as before.

Here are some thoughts that might help you take some control over your business situation in order to improve it. Remember that the business is not inside your shop. Oh, you may do your bench work there. Or if you are mobile, understand that the business is not in the back of the van where you keep your key machines and parts. The business is outside your shop. It is in the neighborhoods where people are concerned about their security. It is in the commercial accounts who are concerned about key control. It is in the apartment complexes where the management needs masterkeying.

My point is that if you are waiting for the business to come and get you, then you are just "fishing." You bait your hook with a yellow pages ad, stretch out on the dock, throw the line in the water, and wait for the phone to ring. When it does, you hope there is a big fish on the other end of the line. We all know that fishing is a relaxing way to spend the afternoon. That's because you can enjoy a lazy day while you wait for a nibble.

That's just not good enough for commercial fishermen who have to make their living from the day's catch. They put on

rough weather gear, get in their boats and go out to sea. They don't wait for the fish to come to them. They use sonar equipment to locate their prey. Then they throw in big nets and *scoop* the fish right out of the water.

As a locksmith, are you a hobbyist who can afford to wait for the business to come to you? If not, then put on a jacket, make the rounds of the places where your customers are located. Introduce yourself to them. Give them your business cards and a flier describing the services you offer to them. Tell the people you meet about the ways in which you can help them better protect their lives and their property. You just might net some live ones!

Congratulations to the following locksmiths who have hit it big with prizes from the 1990 Technitips Contest. (Next month we'll give you details on the prizes for 1991 and more on this year's awards.) William O'Dwyer, first prize, HPC Laserpoint machine. Shawn Fichtner, second prize, Silca Bravo machine. Juanita Ramsey, third prize, ESP 660 machine. David Mercer, fourth prize, Belsaw 200 machine. Larry Mazzelli, fifth prize, HPC 9120 machine. Bill Krase, sixth prize, Flat Rate Manual plus \$100. J.F. Baker, seventh prize, General Code Book Set from *The National Locksmith*. Thomas Mazzone, eighth prize, our Padlock Code Book Set. T.R. Taylor, ninth prize, our Foreign Car Code Book set.

Congratulations to all! And special thanks to Technitips Editor Bob Sieveking for a masterful job with the column. Happy New Year!



Marc Goldberg
Editor/Publisher

January 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and length. Please address your comments, praise, or criticism to Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Chauvinist Brandishes Female Tradesman

Dear Marc:

This is an open letter to the (ladies), (girls), (women), (females) of the locksmith trade.

Dear me. Where do I begin. Oh yes....

Prejudice is a terrible thing. Whenever someone "pre-judges" someone else, evil is present. Male chauvinism is a form of prejudice, in that men will lump all women into one category, and judge them to be only as good as their worst stereotype. Prejudice is conceived by fear. Male chauvinists are afraid of women. Anyone who is prejudiced is not so much ignorant as he is afraid.

Men are not alone in being guilty of prejudice. Women who are afraid of strong males will tend to hate strong males, and despise the weaker ones.

It doesn't matter which sex you are...If you treat men or women as a group instead of as individuals, you are prejudiced. If you are prejudiced, you are afraid.

Now, what would cause anyone to be angry about my article? It showed a stereotypical chauvinist to be wrong in his views. Why would anyone be angry with the creator of that scenario? I know why... Isn't that just dreadful? To have a MAN understand you and be able to make you feel so uncomfortably insecure? Why am I the bad guy? Because I was so talented a writer that I was able to make you believe that I really did think that men were superior to women. Well, excuuuuuuuuuuuse me! The problem of your prejudice towards me remains (if you were angry about the article).

It would not matter what I had done in the past to prove that I was not a chauvinist...Prejudice forbids any light from entering a dark room, and you would not believe any statements I would make that would contradict your preconceived ideas about my character.

The only thing that matters to me is the truth. I know what I am, and as for me "hiding" from anyone, let me quote another "individual"....

"There are too many of you to assassinate, and too few to intimidate."

Napoleon Bonaparte (Josephine's husband)

When Marc wrote his editorial, he forgot to mention that his mother was a woman...does that mean he is a bad guy?

He will probably get a nasty letter from somebody who noticed, and he will have to devote a whole editorial to apologize. Male bashing is just as despicable as female bashing—don't forget you heard it here first...You probably won't run into anyone else with enough courage to say it.

I doubt that this letter would be impetus enough for you to stop and reconsider your anger and misdirected rage. It probably relates to early childhood, but I do not have the time to elucidate. Happy Hunting.

Joseph Locke
Ohio

Tradesman Thanks Mosler Safe Company

Dear Marc:

I would like to thank Mosler Safe for their efforts, information and cooperation in helping me certify a GSA container for one of my customers, of which I was asked to install a key change tool.

Continued on page 91



[Click here for more information](#)

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Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

Congratulations to all those who find their Technitips printed this month. Yours are the first Tips of a brand new year and the first entries in a brand new contest. Thank you for your participation. Only 11 months remain, to get your Technitip into the mail. In January, it may look like a long stretch to December, but as the days and months slip by, a lifetime slowly passes. You promised to get your Tip into this column last July at ALOA. You were going to write it up during one of these lazy days last fall, then you had a chance just before it turned cold in October. Didn't get time in November, then the big snow in December kept you too busy to think about writing. Well friend, I guess we'll just have to award the prizes this year without you.

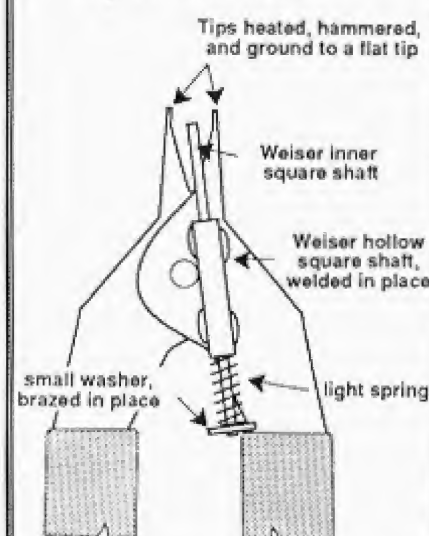
Sorry we couldn't include that Technitip you've been working on all year. It must be in the mail, right? Right, the Technitip is in the mail. Where have I heard that before? New Year's resolution number one. "Send in at least one Technitip in '91." Have a Happy New Year!

January's Best Tip

What's all the fuss about opening the new APV vans? When opening this vehicle, you'll find nearly 5/8" gap between the side glass and the driver's door metal. Just move the window brush away from the glass to see down inside the door. Insert almost any "L" style tool, approximately 2" forward of the inside lock mechanism. Angle the tool toward the rear of the door. You will see the handle and lock linkages running to the lock latch at the rear of the door. Simply move the lock linkage toward the front of this vehicle to unlock the door. the gap between the glass and the body metal allows this vehicle to be opened with very little trouble. Good luck.

A second submission, concerns an easy method of removing GM glove box cylinders. The new plastic cylinder retainers are a problem to release without damage. The tool shown in illustration one was made

GM Glove Box Cylinder Tool



How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to The National Locksmith. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today. You may win cash merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1991? Enter today! It's a lot easier than you think!

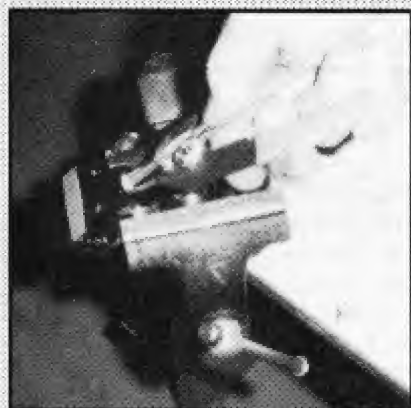
Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

from a pair of external lock ring pliers. The tips were reshaped to a flat spade, so they could be easily forced between the plug retainer ears at the rear of the lock case, and the sides of the lock plug. Squeezing the plier



2. Glove box tool shown in use.

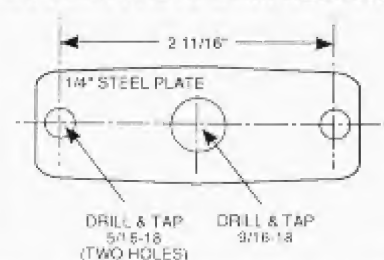
handles spreads the ears, releasing the lock plug. The second feature of this tool is the ejector or pusher finger. Made from the square spindle shaft and inner actuator bar of a Weiser entry lockset, the ejector is operated by the thumb as the plug retainer ears are spread by the plier tips. Photograph two shows the tool in use. The previously near impossible task of separating the lock plug from the case becomes a one-handed operation.

R. Lazich
Wisconsin

Here is a little outfit I thought I'd pass along as a Technitip. With the difficulty everyone seems to have depressing the GM lock plate to remove the wire retainer or "C" clip, they

should love the tool shown in illustration three. I made this tool from a small piece of 1/4" steel plate. Drill and tap the outside holes 5/16-18, to accommodate two presser bolts. Drill and tap the center hole 9/16-18 to fit the GM steering shaft. Install two 5/16" x 3-1/2" hex head bolts in the outside holes to complete the tool.

GM LOCK PLATE COMPRESSOR



WORKS ON TELESCOPE AND STANDARD COLUMNS

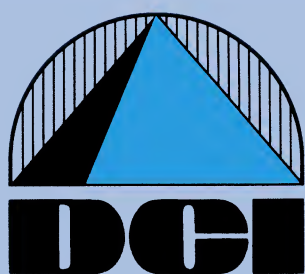
To remove the lock plate of a standard column, simply spin the compressor onto the steering shaft and turn the 5/16" bolts to compress the lock plate. Remove the wire retainer in any way that works best for you. If you're working on a telescoping column, install the compressor, then install the telescope shaft locking screw to lock the shaft in place. The presser bolts can then be used to compress the lock plate for easy removal of the "C" clip.

Guy Howard
Kentucky

Editor's Note: This tool may not be as convenient as some commercial lock plate compressors, but it solves the problems encountered with telescoping columns better than anything I've seen.

I was called out the other day, to make a key for a Hyundai. As I proceeded to remove the wire clip that secures the door cylinder in the lock handle, the wire clip broke. The small circular wire spring retainer that holds the cylinder in place is rather fragile on these autos. Not having a suitable replacement, I was confronted with the problem of how best to solve this little challenge.

After some thought, I realized that the retainer was very nearly the same size as a 1" give-away key ring. After bending a small indentation in the key ring, to engage the retaining boss on the lock cylinder, the key ring was substituted for the retainer and the lock was slipped into place. Though the key



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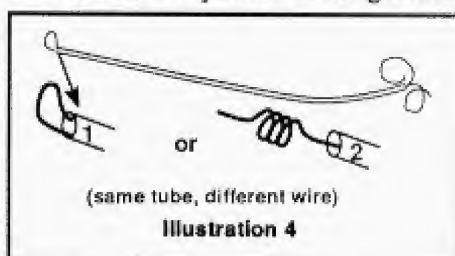
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ring is of a slightly heavier wire gage than the Hyundai retainer, it retains the lock cylinder as good or better than the original part.

Use extra care removing the Hyundai door cylinder retainers, but keep a few 1" give-away key rings around just in case.

Ron Kirk
Tennessee

My tip concerns a lockout tool that I have used many times, so I know it works. I made this tool from a 21" long piece of tubing about 1/4" in diameter and some still wire. The tubing must be flexible, like copper tubing or metal gas line used on cars. By doubling the wire, and passing it through the tube as you see in illustration four, you will have a loop at one end of the tube that can be closed by pulling the wires at the opposite end of the tube. Shape the loop to suit the button you are working with.



Headless buttons and wide flat buttons are no problem with the loop. Pull on the loose ends to grip almost any shape lock button or deck release lever. to manipulate headless buttons, that do not extend above the trim panel when the door is locked, I have found that the coiled wire as you see at #2 works quite well. Slip the looped wire out of the tube and insert a single wire, shaped in a loose coil with a straight pilot, like that shown in the illustration.

Wedge the door carefully, and insert the tool to locate the loop over the button. Close the loop and pull the button up to unlock the door. In the case of the coiled single wire tool, insert the tool pilot into the button hole in the trim panel and turn the free end of the wire to "screw" the button tool around and below the concealed button.

The coil will pass around and under the button below the panel. Once trapped under the button, simply pull up on the wire to lift the button and unlock the door. These tools will not replace all the tools in your kit, but it will open some autos that would be nearly impossible for other tools.

Victoria Marginson
Massachusetts

This Technitip was born one night, after I was called to open a 1986 Isuzu Pulse with anti-theft locking devices. After working on the vehicle for a considerable amount of time with no real progress, I began to look for alternate methods of opening. Picking a door lock was tried, with no success.

I looked inside the car with a flashlight, to find the location of the rear deck release. This was a hatchback body style. Between the door and the drivers side was a lever that would release the hatchback. The top of the driver's door was wedged away from the body and a long wire loop passed

down into the car. The loop was manipulated around the release lever and the rear deck release was pulled up to open the car. It was only after the car was opened, that the driver confided that a tow truck driver had worked on the same door and had finally given up just before I was called.

Warren Smith
Maine

Editor's Note: There are two very important questions that you must ask all customers before beginning any car opening. The first question is, "Is this your automobile?" The second is "Has



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anyone tried to open it?" You must know if you are the only one to have worked on the car if you are going to be responsible for damages to the lock and linkage. You don't have to ask these questions if you don't want to, but you may find yourself repairing hidden damage to the inside of a door, on your time and at your expense if you don't.

This Technitip regards the making of a door key for the Pontiac Fiero auto. As some of you know, removing the lock from the doors can be more trouble than the charge warrants. I have found that it is much easier to "pick" the trunk lock and make the key from there, then remove the door lock.

In most cases, you will find that there is an electrical trunk release on the dash, which will open the trunk after the ignition key is made. If there is no trunk release, the method for opening the trunk is quite easy. Remove the plastic lock cap, shutter assembly and shutter springs from the face of the lock. Carefully drill a 5/64" hole into the edge of the lock case, at the position of the side bar, being careful not to destroy the sidebar or sidebar spring retainer.

Insert a piece of spring wire into the hole to put tension on the sidebar that

will allow the lock to be picked, and rake the tumblers to pick the lock. Turn the plug with a screwdriver to open the trunk. Remove and service the trunk lock. If this procedure has been followed carefully, the lock will not be damaged, and only the replacement of the lock case cap will be required. This method should be practiced, as it will work equally well on most GM trunk locks.

Steven Bromon
Illinois

Here is a Tip for those shops that use a computer. Having tried for a long time to find a "soft skin" cover for my keyboard, I finally found the perfect solution. To prevent dust, key chips and black graphite finger prints from ruining my keyboard, I slip the whole thing into one of those clear bags that the Sunday newspaper comes in on rainy days. The clear material allows perfect visibility of the keys, and the keyboard remains dust free and even (coffee) spill resistant. This "no cost" safety procedure could save you a nasty repair bill at your local computer store.

David M. House
Texas

This Tip is for vehicles which have

electric trunk release buttons in the glove box. The simplest method of opening the rear compartment is to supply power to the release solenoid by tapping into the cigar lighter or glove box light with a short jumper wire. In most cases, this method is a ten second opening, but in some cases the cigar lighter is not powered when the ignition switch is off or the dash light is not easily accessible without considerable trouble.

My solution is to draw power directly from the customer's battery, using a light jumper cable. Open the hood to gain access to the battery, and connect your jumper to the positive terminal of the battery. Most current production autos are negative ground. There are two wires on most trunk release switches. One wire runs to the trunk release solenoid, and the other is connected to the switched power side of the ignition switch.

If you touch the jumper to the correct side of the switch, there is very little chance of damaging the auto. Though chances of damaging the customer's electrical system are slim, a 30 amp in-line fuse, in your jumper cable, would be a nice safety measure.

Craig Lynn
New York



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Newsmakers

New Products and Industry News

Corby Introduces Voice Announce System

Corby Industries, Inc. announces production of their newest product, the Programmable Voice Announcer (PVA). The PVA is designed to replace/enhance traditional announcement devices such as bells or buzzers, used with telephone systems, security systems, sound and communication systems, broadcast systems, or anywhere automated voice messages are required.

The PVA is a high quality auto digital recorder with no moving parts. It contains four megabytes of high-speed memory which can store a 128 second message, two 64 second messages, four 32 second messages, or eight user created messages.



Circle 293 on Rapid Reply

Von Duprin Introduces New Chexit™ Device

The new Chexit™ controlled exit device from Von Duprin is a self-contained delayed exit system which meets combined life safety and security needs.

All controls, auxiliary locking, local alarm and remote signalling output are incorporated in the easy-to-install and simple-to-operate exit hardware.

The Chexit system is ideal for tightly-controlled areas such as computer rooms, research and development labs or classified security facilities. It can function as a "man trap" in controlling and monitoring the usage of an opening.



Circle 294 on Rapid Reply

Master Lock's New Combination Lock

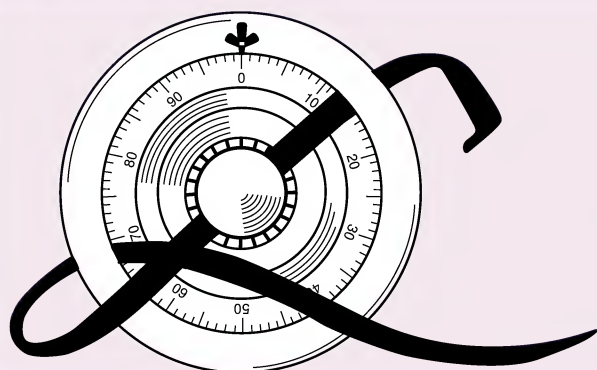
The resettable combination lock No. 175 Series, from Master Lock, provides tough security protection and convenience, and is ideal for protecting locks, bicycles, gate door latches, and other personal property.

The No. 175 Series has a four digit dial and a corrosion-resistant, 2" wide brass case. Users can set the combination to any number, such as an address or birthday, to make remembering the combination easy.

The standard lock has a 5/16" diameter shackle which is available in steel (no. 175) or brass (no. 175-B). An extra-long steel shackle with a 2-1/4" vertical clearance (no. 175-LH) is also available.



Circle 295 on Rapid Reply



***Lockmasters has a 44
year history of training
security professionals.***

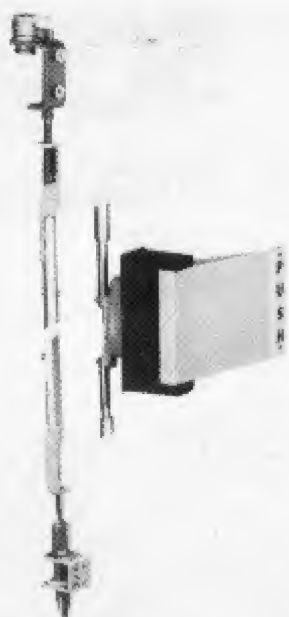
[Click here for more information](#)

Adams Rite's New Two-Point Deadlatch

A paddle-operated deadlatch for installation in paired narrow stile glass doors is introduced by Adams Rite Manufacturing Co.

Combining the concealed vertical rod mechanism of an exit device with a paddle previously used only on mortise latches, the unit latches each door independently at the header and threshold. This means that both outswinging doors can be "active" without the need for one door to be pinned by flashbolts or other devices.

The 4780 two-point deadlatch is available with or without a "dogging" feature to hold the paddle in an "open" position.



Circle 296 on Rapid Reply

ISM's New UltraVault Line

ISM introduces the UltraVault line of safes, the first to be awarded a TL-30x6 listing by Underwriters Laboratories (UL).

This newly minted designation certifies that the latest ISM products are tool and torch resistant on all six sides.

The safes come in various sizes ranging from 4.4 cubic feet to 36.9 cubic feet. As a consequence of the UltraVault's higher security ratings, insurance premiums should be reduced.

Circle 297 on Rapid Reply

Kaddie Inc.'s Tool Kaddie

The Tool Kaddie from Kaddies, Inc. is a unique dolly style, plastic tool and parts organizer, which allows you to store, lock and roll your tools and parts to the job in one trip.

The Tool Kaddie is made of durable, double wall molded plastic, and is a time and money saver, eliminating endless trips back and forth for tools and parts. It provides an organized and professional appearance as well as a



safe, lockage storage for tools, while on and off the job.

Circle 298 on Rapid Reply

Major
MANUFACTURING, INC.

Installation Tools

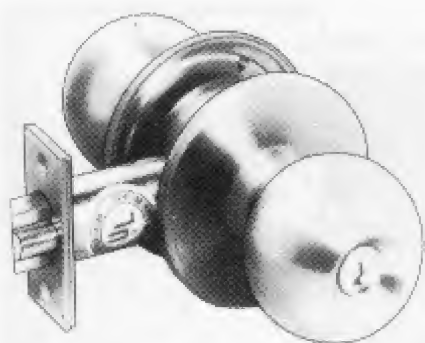
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Trans-Atlantic's Ball Knob Lock

Trans-Atlantic Co. announces the availability of its storeroom function ball knob lock for use with both touch bar and conventional types of rim panic exit devices.

The storeroom function is a very desirable function for the ball knob lock for use on the exterior of an entrance door with any rim panic exit device, since many panic exit devices are used on warehouse type doors where they do not want to accidentally leave them unlocked.



Circle 299 on Rapid Reply

Corbin & Russwin's Lockset Series

Corbin & Russwin introduces a new 800 Series heavy duty lever lockset designed to provide security and durability needed to meet today's specification and handicap requirements in new construction and retrofit projects.

The 800 Series is a grade 1 lockset exceeding ANSI A156.2 requirements and is the only lever lockset that is U.L. listed for Class A fire doors up to 4' x 10'. It is available in 17 functions and a variety of designs and finishes.

The lockset fits easily into new or existing 161 door preparations, has universal handing and the chassis is field adjustable for 1-3/4" to 2-1/4" door thicknesses.



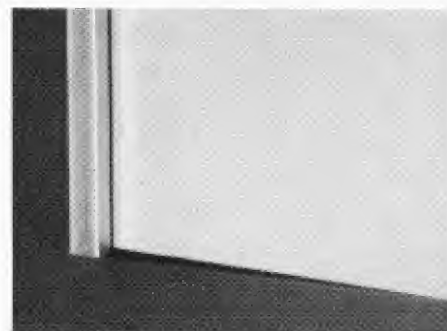
Circle 300 on Rapid Reply

Markar Products' Hinge Addition

Markar Products, Inc. announces the addition of geared continuous hinges to its continuous hinge line. The geared continuous hinge offers full height door and frame support, as do all of Markar's continuous hinges.

The geared hinge features an attractive design for any application with a clean unbroken line along full door length. No cracks or gaps means maximum energy efficiency.

The hinges are tamper and rust proof and maintenance free. Standard models support doors to 200 pounds, heavy-duty models support doors to 450 pounds.



Circle 301 on Rapid Reply

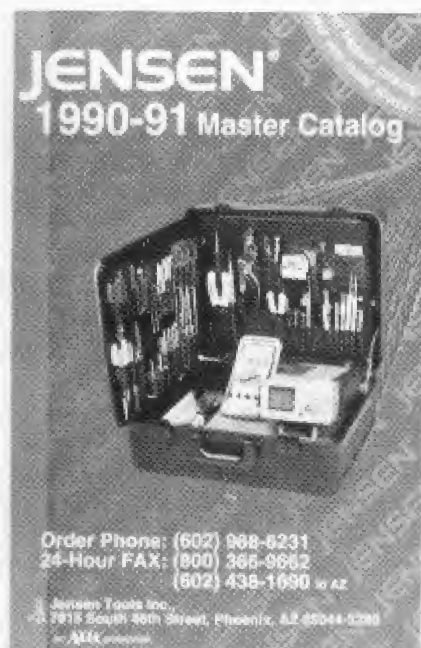
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in locking systems for security,
safety, and control.**

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Jenson Tools' Master Catalog

The new 1991 Jenson Master Catalog is now available free from Jenson Tools, Inc. Illustrated in full color, the 232-page catalog offers products for installation and maintenance of electronic security and surveillance hardware, tele-



communications, and integrated voice and data communication systems.

It features Jenson's top of the line tool kits including the JTK-83R Installers' Kit and economical Telvac Basic Service Kit. Also included are tone generators and amplifiers; the Model 61 Alarm System Tester; wire and cable; cable tags; line test sets; coax and modular crimpers; strippers, punchdown tools and more.

Circle 302 on Rapid Reply

Jet Hardware Releases Catalog

Jet Hardware Manufacturing Corp. releases its new catalog, #191. In comparison to the previous catalog edition, almost 150 new key blanks have been added.

The catalog includes a line of blanks which simulate originals in design and color. The "Silverline" blank line includes many new residential, commercial, hotel/motel, domestic and foreign car keys.

Circle 303 on Rapid Reply

Detex's Security Hardware Guide

Detex Corporation introduces its new 12-page, four color guide to the selection of security hardware. The fully illustrated brochure details Detex's extensive line of security hardware, including exit control locks, exit alarms, access control systems, accessories and more.

The brochure provides application guidelines for security hardware.



Circle 304 on Rapid Reply

NATIONAL

AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

www.laserkey.com



The 200 Year Old Locksmith

"Boston Lock & Safe Company has recently celebrated an amazing anniversary...their 200th! This makes them the oldest locksmiths in the business."

At a recent convention, a locksmith overheard that Harry J. Stoia, president of Boston Lock & Safe Co., had just celebrated his birthday. The locksmith asked Harry how old he was. With a smile, Harry replied, "I'm old enough to remember going out to do lock jobs on a bicycle, and old enough to remember when bit keys outnumbered cylinder key blanks on our keyboard. I can even remember my grandfather using leather instead of metal for hinges on the humpback luggage trunks we used to make."

This year, Boston Lock & Safe Co. is somewhat older than its president, celebrating its 200th anniversary. The company actually dates back to December of 1789, making it the oldest locksmithing establishment in the country. The company was founded by the Winship brothers, James and Thomas. Their family became involved with importing marine and carriage hardware, as well as manufacturing trunks, locks and clock parts.

Boston Lock & Safe has evidence of their date of origin. Original documents and invoices exist which were presented to their customers in the early months of 1790.

From the early to mid-1900's, the company specialized in retail sales and services. And from the mid-1900's they also have manufactured and imported

safes and locks from Britain, Italy, France, India and other countries.

Harry Stoia's grandfather was an employee of the business, and he eventually acquired the company. His son James carried on the family tradition, and about twenty years ago Harry became the head of the firm.

The company holds an annual open house and many locksmiths are



Board of Directors: (seated, left to right: Theodore Stoia, Harry Stoia, David Stoia. Standing: James Condil, James Adams, Joseph Bartholomew.

surprised to find upward of 2,000 safes under one roof. Boston Lock & Safe has been a long time supplier of safes to the trade. They pride themselves on a good safety record, carefully training their employees on correct methods of moving safes.

Boston Lock has acquired a vast collection of safe and lock memorabilia, catalogs and specifications. Many locksmiths from all over the country

call looking for specific information. They are pleased to share this information with their customers who stretch all over the nation.

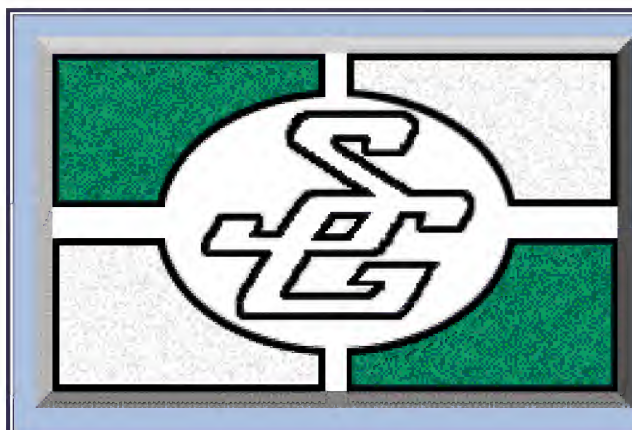
The workforce consists of some 33 part-time and full-time employees. This ensures that customers calling in with orders and questions will receive accurate information from people who know their business.

Among the lines which the company distributes are Falcon, Baldwin, DOM, Adams Rite, TACO, Medeco, American, Locknetics-Security Engineering, and Panasonic. Virtually all the major safe lines are also stock items, including a full inventory of S&G locks and parts.

Harry's sons, David and Theodore, continue the family's tradition by serving the trade at Boston Lock & Safe. The company is also proud of their employees, some of whom are members of the "Quarter Century Club." This includes a presentation of a watch plus a \$1,000 gift award.

Many locksmiths have attended training seminars sponsored by the company. Topics have included safe work and sales as well as masterkeying. The company now looks forward to its third century of service.

For more information contact: Boston Lock & Safe, 30 Lincoln St., Boston, MA 02135, (617) 787-3400. §



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Distributor Profiles

"Here is lots of information on some of the wholesale distributors serving the locksmith industry. These guys keep products in stock for you."

Ace Locksmith Company

Ace Locksmith Company of Springfield, NJ, like many distributors in our industry, has had deep roots in the installation business. While the two are not always compatible, the combination has provided management with an understanding of what locksmiths require in product assistance and expertise.

"It sure helps to have a locksmith behind a customer service desk instead of just an order taker," says founder Morris Goldstein. "It costs more to hire locksmith professionals, but customers appreciate you more when you can intelligently discuss their needs. It makes for a long-lasting relationship with customers."

Goldstein started the business with \$1,500, which was invested into a truck, that served for a while as his shop, his commuting vehicle and the family transportation. The day Morris started his business, his wife/partner gave birth to their son, Daniel, who is now vice president of Ace Locksmith. In those early days, locksmith work couldn't support the business by itself, so Morris took in appliance and baby carriage repairs as well as lawn mower sharpening and reconditioning of door closers. His love and fascination with locks kept turning him back to that aspect of the business.

He soon opened a store-front at the street level of his parents' home. His son Dan, then 10 years old, helped by pinning and repairing lock cylinders. In his early teens, Dan spent his summers doing full-time locksmith duties and part-time work after school.

The company began to find a serious locksmith direction in the early 60's and even built a small building. By 1967, the Ace Locksmith distribution business began to take form. They formally incorporated in 1969. Just prior to the incorporation, the company moved to Springfield, NJ. Dan had joined the company full-time, followed



Old fashioned "help the customer" attitude is the standard at Ace.

some time after by Robin Cherkes, Dan's brother-in-law. Together, this team brought a strong direction to the firm and by 1975, Ace Locksmith Company was firmly anchored in the locksmith distribution business.

Today, the company has developed a particular expertise in electronic locksmithing, but its inventory of over one million dollars includes all basic lock hardware. Another expansion into a 10,000 square foot facility is planned for early 1991.

Morris, still president of Ace Locksmith, is a charter member of ALOA and Master Locksmith Association. Dan brings the electronic expertise to the company and is a member of ASIS and CUPSSA. Robin, general manager, brings a sharp purchasing and managerial expertise to the company. Today, this team heads up 17 in-house employees and a number of outside reps.

Ace Locksmith still believes in the old values of working together with its customers and offering the best possible assistance. While most of its business is centered in the east coast region, an increasing number of locksmiths from around the country have been relaying on Ace Locksmith Co. as their supplier.

A 375-page catalog of Ace Locksmith's product lines is available upon request.

Circle 246 on Rapid Reply

Acme Security Systems

For over 20 years, Acme Security Systems has been directly involved with electronic security through distribution and installations. Those years of installing electronic locking hardware has been the key to our ability to provide you with "the proper lock for the job." We have seen the different types of product applications and know how to approach them.

With the flood of new products hitting the market place, the decision in choosing the correct locking device for an installation has become more difficult. Choosing the wrong device for your installation could jeopardize your credibility with a client. With our experience, we can eliminate those unwanted confrontations.

Acme is also involved in product design, with several leading manufacturers of electric locking hardware. Our goal is to continue to be the premier distributor of electronic security products. Our focus is on the progressive locksmith. The service and technical support we provide these professionals is second to none.

Circle 247 on Rapid Reply

Acme Wholesale Distributors

Acme Wholesale Distributors of New Orleans is celebrating 25 years of service to the locksmith industry. In late 1985, Acme became part of the LSDA group. The following November, Acme expanded into Texas by purchasing Southwest Lock Supply of Houston. A branch of San Antonio, Texas was opened in November 1990.

Acme Wholesale is concentrating its distribution efforts into a six state area of Louisiana, Texas, Mississippi, Oklahoma, Arkansas, and New Mexico. Its approach is to provide its customers with personal, one to two day delivery. Customer service is the foundation of

Acme's philosophy. Its slogan of "large enough to serve you, but small enough to know you" reflects this attitude.

Acme's product mix is designed to meet its customer's local needs. They are a full line distributor of all major manufacturers and three safe lines. In addition, they carry the LSDA quality mix of private labeled products.

Circle 248 on Rapid Reply

Adams Lock & Safe Co., Inc.

Located in Concord, New Hampshire, Adams Lock & Safe Co., Inc. is known for its commitment to provide high quality products to the locksmith and security trades in both central and northern New England. Quality and service have been the key to their growth over a period of 30 years and they look forward to continuing that tradition.

Adams Lock is pleased to offer a full line of high quality, American-made safes by Gardall Safe Corp. They are very proud of the Gardall Safe line and pleased to offer the full line of both record and burglary-resistive safes. Along with the broad line of safes, Adams also offers customers complete

product knowledge, a complete inventory of parts and a commitment to assist wherever possible. For those who have not sold safes, they will discuss with you how to become involved. For those currently selling safes, comparing product, service and prices with Adams is encouraged.

Adams Lock is always expanding to better serve the customer and is pleased to offer a very broad selection of door hardware from Schlage and Dexter. A comprehensive selection of deadbolts, knobsets, handlesets and accessory items is available. Adams Lock and American-made go hand-in-hand.

For those who have retail shop space, various programs are offered where mounted sample locks and display boards may be obtained.

In the area of high security, Adams offers both Medeco and Schlage high security locks. Their stock and services include Medeco levels 1 and 2, standard product, as well as restricted Biaxial G.L.D. and Schlage Primus levels 1 and 1 plus. Locks, keying services and cut keys are also provided. At Adams Lock, it is their intent to provide the customer with only quality items at fair prices. They offer such other items as cylinders as AWI, padlocks by Abus, key cabinets by MMF, key blanks by ESP, security

accessories by Don-Jo Mfg. and cabinet locks by Fort Lock Corp., to name just a few.

Their goal is satisfied customers and they stand ready to assist you in any way they can.

Circle 249 on Rapid Reply

Akron Hardware Consultants

Specialization has been one of the keys to Akron Hardware's ability to service their customers. They have never attempted to be all things to all people. Akron is a company that is committed to a uniquely specialized wholesaling program designed with the customer's needs in mind.

As a specialist, they can cater to your specific needs for a select group of product lines: Corbin and Russwin architectural hardware; Adams Rite narrow stile door hardware; CCL cabinet hardware; and Rixson floor closers and pivots.

Akron Hardware's Corbin and Russwin stock includes everything you would expect from their largest distributor, as well as some things you might not expect. In addition to the

Continued on page 26



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Akron Hardware

Continued from page 25

thousands of locks, closers and exit devices in various sizes, functions and finishes, Akron stocks cylinders and key blanks in every available keyway. Their comprehensive parts inventory includes internal parts and component parts for the products they stock. Akron Hardware can also supply you with any technical information you may need from their stock of catalogs, part lists and brochures.

Akron stocks a complete line of each of the manufacturer's products they distribute. A quick glance through their free 128-page stock list will show that they stock more than just the popular items. Akron Hardware is truly a full-line wholesale distributor of Corbin, Russwin, Adams Rite, CCL and Rixson products.

Akron Hardware is only a phone call away with sales offices/warehouses in Akron, Ohio and Phoenix, Arizona. And the phone call is free whether you are calling in or sending a fax.

Circle 250 on Rapid Reply

Allied Locksmith Supply

For nearly ten years, locksmiths

around the country have found Allied Locksmith Supply to be the source for foreign and domestic automotive locks. Rudy R. Wiesner, president, saw a need in the early 1980's for better distribution of auto locks to the locksmith industry. He knew in the beginning that many distributors carry only limited inventories, making it difficult for locksmiths who needed an odd part to complete a job. Allied knew by stocking every item available, special orders would be eliminated and locksmiths would have needed parts immediately.

Allied has one of the largest automotive inventories in the country, carrying every item available from Briggs & Stratton and Auto-Security Products. They have an extensive inventory of Ilco and Silca foreign car and motorcycle key blanks. They also carry All-Lock auto locks and key blanks, Continental Micro code cards, HPC auto-related tools and key machines, Pro-Lok products, along with many other auto-related lines. In all, Allied stocks over 4,000 different items.

Steady growth and dedication to customer service throughout the years has provided worthwhile. Today, Allied is recognized as one of the foremost nationwide distributors specializing in

automotive locks. Allied prides itself on providing competitive prices with a high fill, low backorder ratio. This low backorder ratio, a principle the company was founded on, is one of the best in the industry. Customers have definitely come to depend on it.

As the industry becomes more complex, Allied customers depend on a knowledgeable sales staff. A customer generally knows what item they need but often not a part number. Allied prides itself on knowing every part number they carry. Approximately 30-50% of the orders processed each day requires assistance involving part number identification or application.

Allied provides same day shipping. The use of a state-of-the-art computerized manifest system assures that packages are efficiently routed through the shipping department and also allows for tracking of orders should a package not arrive as scheduled.

Jim Dravec, operations manager, pays particular attention to customer satisfaction, a top priority at Allied. Whether it concerns questions on product information or a UPS shipment trace, any problems are handled quickly and efficiently by an experienced staff.

Continued on page 28



SRi and Steve Young are working together to bring you the best in locksmith tools and supplies.

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Allied Locksmith Supply

Continued from page 26

Their sales brochure, devoted entirely to automotive products, offers their customers a clear, concise layout and a simplified approach to purchasing auto locks. With the ever-changing automotive industry, Allied looks forward to the challenge of providing their customers with the broadest product information and best possible service.

Circle 251 on Rapid Reply

Ambassador Safe Company

Ambassador Safe Company was created by Jeff & Larry Hale, owners of M.L. Lock & Safe Co., Inc., as a distributor for their own imported quality fire safes, and to distribute other major safe brands as well. This concept will enable safe dealers, from the smallest one man mobile locksmith to the largest safe dealers, to obtain one safe, a full container, or any quantity or type of safe to fit their needs.

In addition to Ambassador fire rated safes, they also stock gun safes, "B&C" rate burglary chests, rotary hoppers,

money slot safes, in-ground steel safes, and composite safes, as well as "TL-15/30" rated safes, all from various manufacturers. As the direct importer of Ambassador fire rated safes, they also carry a full line of service parts for their safes, including replacement safe and key locks, extra drawers, extra shelves and key blanks.

Ambassador offers a combination of 40 years experience in the lock and safe industry to any dealer who needs help in selecting the proper safe for their customer, or to the dealer who would like to start generating sales and extra income. They also offer a lifetime warranty on all Ambassador fire safes, allowing the dealer to sell with confidence. Expansion of the Ambassador line, also includes a digital combination lock on selected models.

They also manufacture excess cash handling containers with five models currently available. They were designed for the temporary storage of excess cash, to be mounted under the counter at the point of sale. Additionally, two models of "Econovault" are available for the storage of weapons and valuables.

Circle 252 on Rapid Reply

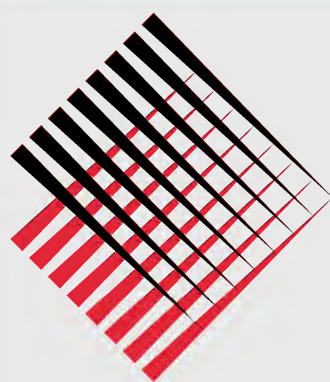
Armstrong's Lock & Supply, Inc.

Armstrong's Lock & Supply, Inc. has been a partner to the locksmith industry since 1962. Established as a full line distributor, Armstrong's carries over 15,000 items in inventory. From basic keyblanks to sophisticated access control, Armstrong's has the merchandise that affords the locksmith the luxury of one-stop shopping.

In an emergency industry where everything needs to be done yesterday, Armstrong's is continually looking at methods to ship every order the same day, and also to allow the customer to receive the merchandise the next day. To this end, Armstrong's has three fully functioning locations, the main office in Atlanta, GA and branches in Miami, FL and Tampa, FL.

Another advantage Armstrong's offers its locksmith dealers is private labeled brand of locks and lock supplies that are available only to locksmiths. The LSDA brand has given many locksmiths the edge they need to compete with large mass merchandisers and discount houses.

To continue to offer the locksmiths the most knowledgeable sales staff in the industry, Armstrong's has a



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continual product and technical training program for sales people and has recently added an access control professional to our already experienced group. With this kind of expertise, the right products for the right jobs are only a phone call away.

With an ear to the marketplace, Armstrong's is constantly sponsoring and developing educational seminars to help the locksmith stay abreast of this ever-changing profession. As partners in business, Armstrong's and its customers can continue to grow and prosper in the 90's.

Circle 253 on Rapid Reply

Baylis Corporation

Little did Buzz Baylis know that 16 years ago, when he started his business, his first warehouse would be a symbol of a product whose sales have helped make him a success today.

In 1974, Buzz started Baylis Corporation by selling out of the back of a Honda Civic, and it is foreign car locks, and his company's expertise in them, which has been a large part of the Baylis success story.

The name Baylis has become virtually synonymous with automotive

locks, both foreign and domestic. Buzz took the idea of selling automotive locks as a specialty and turned it into an art form. But, he also made it easier for the locksmith, the ultimate goal of the Baylis Corporation sales policies.

Buzz eventually outgrew the Civic and in late 1975 moved into his first non-mobile warehouse in San Mateo, California, just south of San Francisco. The company continued to grow and by January 1977 their inventory included more than 2,000 parts and the company was now a major part of the locksmith wholesale distribution business.

Another move came in March 1978 when Buzz took the business north to its present location in Novato, California, some 25 miles north of the Golden Gate bridge. This allowed the company much more growth in a modern warehouse about three times the size of the old one.

Circle 254 on Rapid Reply

BBW, Inc.

BBW, Inc. has been serving the industry for over 15 years. Today, BBW, one of the largest stocking distributors is located in New York, in a 20,000 square foot warehouse with over

25,000 items in stock. They have an exceptional staff and offer extensive inventory at competitive prices with same day shipping.

Some of the major lines BBW stocks in depth are Marks Hardware including the complete decorative series in all lock functions and backsets and the largest selection of mortise locks; Auth vertical, horizontal and pedestal mail boxes, accessories and locks; Norton door closers which include polished brass closers; Precision panic devices and over \$250,000 in stock of American Lock and many more lines.

In addition to all the major security hardware products, BBW carries speciality door hardware such as hinges of all kinds, finishes and sizes; spring hinges up to 7" and Markar continuous hinges, kick, push and pull plates in US3, US26D and US28 in all sizes, plus a complete line of aluminum door hardware.

Serving the industry for the second decade, BBW offers diverse inventory of general hardware products such as power and hand tools, drill bits, taps and hole saws up to 6", all at very competitive prices and low freight minimums.

As the security market grows, BBW

Continued on page 30



ASP Covers the World of Auto Locks

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BBW, Inc.

Continued from page 29

provides its customers with a full line of high security and key control products by Mul-T-Lock including rim and mortise cylinders, key'n knob plugs, key switches and a broad selection of padlocks. All rekeying and master keying to customers' specification is done on our premises.

At BBW, our customer's success is our success. Please call us at our toll free number and let us help you grow.

Circle 255 on Rapid Reply

Canada Lock Products

Canada Lock Products is an LSDA company and has been so since 1978. The company has a long history though, having begun in 1934 as N. Saginur and Company. Nick Saginur, the founder was one of the first wholesalers of locks and locksmith supplies in Toronto. In 1978, the company consisted of four employees in a rather small location. Today, 24 employees work in a 14,500 square foot facility.

From this location, Canada Lock Products ships products to their customer bases throughout the country.

Approximately 6,000 line items are carried in inventory made by over 100 different manufacturers. Also in stock is the LSDA house brand of products which include Grades 1, 2, and 3 locksets, exit alarms, key blanks, padlocks, safes and replacement cylinders.

Canada Lock Products prides itself in the quality of service offered to their customers. By carrying a large diversified inventory, they can provide the high ship-rate that their customers demand. They are also very proud of their knowledgeable and energetic staff who are always willing to assist customers in product selection, technical support as well as expediting orders. Orders phones in by 3 p.m. are usually shipped out the same day.

Always at the forefront of technology, they want to place more and new products into the hands of the locksmith, especially with the influx of electronic security products in the 1990's.

Circle 256 on Rapid Reply

Colonial Lock Supply Company

Colonial Lock Supply Company

(Colonial Lock) was established in 1974 by a family of locksmiths who foresaw a need for a distributor with a technical locksmith background. Technical support and product application are the fundamentals that the company is based on. The goals of the company are further enhanced by the continuing education of its experienced staff, which is composed of locksmiths with CML and RL designations. Located in the metropolitan Washington, D.C. area, Colonial Lock has experience in all phases of security and is at the forefront of new technological applications.

In the realm of electronic security, Colonial Lock distributes Northern Computers' access systems, Rutherford Controls electric strikes and magnets, Yaletronics' and International Electronics Inc., along with Security Door Controls, Rofu and Securitron. Electronic security will be an area of continued expansion and growth for Colonial Lock as this field begins to dominate our profession.

The conventional hardware that Colonial Lock distributes includes Yale, Arrow, American Lock, and Ilco keyblanks and cylinders, ASSA high security locks, Sargent, Weiser, Don-Jo

Continued on page 34



***Don't panic!
We have Security
Exit Devices.***

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Colonial lock Supply Co.

Continued from page 30

and many more. The unique line of DOM cabinet locks also is featured along with Hudson. Accessory lines for keys include Lucky Line, Buddy Products and Key Control Systems.

Colonial Lock and its staff are poised for the unique demand and challenges that the future of locksmithing will bring, and with that, continued growth and success for their clientele.

Circle 257 on Rapid Reply

Commonwealth Lock Company

Commonwealth Lock Company has been serving the locksmiths of New England faithfully since 1936. Eddie Mayer, president of the company since 1965, originally joined Commonwealth back in 1956. Stocking all major locksmith product lines, Commonwealth is a family-oriented business.

Eddie's daughters, Cathy Accomando, Sue Mayer and Paula O'Donnell all work at the company, as does son-in-law, Thomas O'Donnell. Cathy is sales manager and Paula is the

computer operator. Along with Sue and Tom in sales there is David Fyfe, who has been there 11 years and Tim Doty, who has been with the company for eight years. Thus the staff of Commonwealth Lock offers a great deal of product knowledge and experience to their locksmith customers.

The company is located in historic Cambridge, MA, less than one mile from Harvard Square. Commonwealth offers rapid delivery from their large inventory.

Circle 258 on Rapid Reply

Cook's Supply, Inc.

Cook's Supply, Inc., a Denver, Colorado based distributor, has been serving the locksmith industry for 13 years. As a member of the LSDA group, Cook's is able to offer its customers a privately labeled line of security products that is not available in discount stores, as well as major national brands at competitive prices.

Cook's services locksmith dealers in the Rocky Mountain and Plains States region. The company conducts business based on the principles of furnishing their customers with close personal

attention and quality service. "No job too big. No locksmith too small," is their motto.

Jack Dunn is the general manager of Cook's. A top priority for Jack and his team, Scott Rapue, Greg Seltzer and Denise Higney, is customer satisfaction. Their drive is to help the customer solve his or her problems, big or small.

Circle 259 on Rapid Reply

DiMark International

DiMark International has chosen to focus on the special needs of the locksmith. Their catalog includes specialty key cutting equipment, imported cash boxes and antique furniture locks.

They are the sole distributor in the U.S. for Borkey key machines. Their shelves stock rows of parts for the many Borkey machines sold by DiMark since 1974. They are more interested, however, in giving good service than in selling parts. For instance, if you call for a new set of jaws for your Borkey machine, they will instruct you how to lubricate your old set for like-new gripping power, encouraging you to "try it" then call back on their toll-free



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Innovative Technology and Strong Partners.***

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DiMark International

Continued from page 34

number if you still need replacement jaws.

In addition to top-of-the-line key machines, DiMark stocks security boxes and key cabinets of all kinds. Of particular interest are the German-made Mitey-Tites, the boxes with the lock-down plate. These have many uses and sell especially well in shops already stocking safes. They offer very good security and are movable, so they are very attractive to apartment dwellers, businesses, and operators of service vehicles and motor homes.

If you're looking for special purpose locks, DiMark stocks several from (Zeiss) Ikon in addition to two diverse lines of furniture locks. Also in stock are showcase locks, window vent locks, and a good assortment of cam locks. If you need a lock not shown in the catalog, then only ask that you send them a picture with accurate measurements, they will try to find a good substitute.

When you call to place your order on one of DiMark's toll-free lines, you will be talking to either Nina Fillmore, Phil Butler, or Dena Gonsalves. They are ready to answer your questions about products and to take your order for shipment, usually the same day.

Nina also handles billing, prepares domestic purchase orders, and prepares forecasts for overseas product requirements. Overseas orders can take as long as five months in transit, so stock must be carefully monitored to insure product availability for DiMark's customers.

Phil is in charge of receiving and shipping, and keeping the warehouse in ship-shape order. He or Mark check all the machines to insure that each one is cutting accurately and is without damage before shipping from Santa Maria.

Dena handles customer files and is responsible for putting together sales information, including DiMark's catalog. If you have a question about your account, ask for Jann Howell. She also handles documents for all incoming overseas shipments, and as bookkeeper, sees that bills and taxes are paid on time. If you have a difficult requirement, or need information on key machines, Diane Pirman is available to give you assistance. Mark Pirman will answer your most technical questions about machines. They are the "Di" and "Mark" in DiMark.

If you're getting the idea that DiMark is a small well-oiled machine, you're right. What this means to the customer is personal attention to each order and direct access to someone who can help you solve your special security requirements. Soon a move to larger quarters will

allow for more products and further growth.

Circle 260 on Rapid Reply

Doyle Lock Supply

Doyle Lock Supply is proud to be celebrating the 70th year of service to their customers. The company has gone through many changes since it was founded in 1921 by Howard Doyle. Starting out as a retail lock business and going through a change of ownership from the Doyle family to the present owner in 1962. After the change of ownership, the company moved from the retail lock business to the wholesale locksmith supply business. Since 1980, Doyle has been a strictly wholesale business.

The reason for Doyle's steady growth over the years is the quality of their employees. They are among the most knowledgeable and friendly staffs in the business. Doyle's sales staff has many years experience and they are able to help answer the questions that their customers may have.

Representing products from more than 125 manufacturers with over 8000 line items in stock, Doyle has the products the locksmith industry is looking for. With the on-line order entry system, they are able to tell the customer what his cost is and when it will ship.

Part of Doyle's commitment to the industry includes continuing education for the locksmith by sponsoring educational programs throughout the year and also in conjunction with their Annual Dealer Trade Show which is held every September. This follows along with their philosophy they can only be successful if their customers are successful.

With the safes, locks, parts, and tools that the locksmith needs to run his business successfully, Doyle is truly interested in being "Your Key to Success." As we move into the 1990's, Doyle is positioned to grow along with their customers.

Circle 261 on Rapid Reply

Dugmore & Duncan

Dugmore & Duncan is a major stocking distributor to the locksmith industry, specializing in the sale of Sargent products to the aftermarket. They are committed to maintaining the largest inventory of Sargent products in the world. D&D's watts lines are handled by trained sales technicians who take orders of any size.

In January 1989, Dugmore & Duncan opened their second branch in Riverside, California, in an effort to provide faster service to their west coast customers. Over the past two years, D&D of California has experienced continued growth, meeting many new customers in the area.

As a result of this growth, in January '91, Dugmore & Duncan will open their third branch. The new branch, in Lakeland, Florida, will be operated by their employees who have relocated to Florida, thus providing the same level of professional service Dugmore & Duncan customers have come to expect.

Circle 262 on Rapid Reply

Hardware Sales and Supply Co.

The locksmith supply business is a demanding one, fast-paced and technically diverse. Hardware Sales and Supply Company, in business since 1925, has adapted to the ever changing role of the locksmith distributor during its 65 years. Beginning as a small Detroit based branch of the Independent Lock Company (later to be known as Ilco), Hardware Sales has developed into a strong Midwest distributor and a member of the fast growing and influential LSDA group of affiliated distributors.

Serving the Midwest locksmith is a powerful challenge. Hardware Sales stocks over one hundred manufacturer lines to enable the locksmith to serve his customers quickly via one distributor. Hardware Sales ships almost all stock orders (called in by 4 p.m.) the same day. Its sales and customer service people have accumulated a vast amount of experience and technical knowledge over the past thirty-five years, which is needed to give the locksmith the technical help he needs and the delivery he wants.

1990 was a very important year for Hardware Sales. This first branch of Hardware Sales was established in

Continued on page 38

Hardware Sales & Supply

Continued from page 37

Pittsburgh, Pennsylvania, to enable locksmiths in Western Pennsylvania, Western New York, Eastern Ohio, and West Virginia to have a local source of products and technical knowledge. Three experienced professionals in the Pittsburgh area serve the local Pittsburgh locksmiths as well as the outstate locksmiths. They provide a much needed source of quick and knowledgeable supply to that region.

1990 was also the year Hardware Sales published its largest catalog. Considered among the best in the industry, it has helped give the locksmith access to the most current information on products and pricing. It has been a great tool to enable the locksmith to get quick delivery on over 9,000 individual items. In preparation for its 1991 catalog, Hardware Sales is investing a great amount of time and money to produce the finest locksmith reference guide in the industry to help the locksmith grow in the 90's.

The new year will be an exciting and eventful one for Hardware Sales. Among the new and innovative programs this year is the "Build Your Own Lockset" concept, which features

Arrow and LSDA Grade II locksets and Lori deadbolts. The program offers the locksmith the ultimate in flexibility by allowing him the capability to create a lockset with any style, finish, keyway, backset, and strike, with little inventory investment. Also, Hardware Sales is expanding its high security market by adding another stock restricted keyway to its Medeco DBK program and by adding inventory to the Assa Beta and Gamma programs, as well as Schlage Primus.

Hardware Sales continues to supply and support the most important manufacturers in the industry, such as Adams Rite, All-Lock, Arrow, B&S, Dexter, Detex, Don-Jo, Folger Adam, Gardall, HPC, Ilco, Jet Kwikset, LSDA, Master, National, Norton, S&G, Schlage, Securitron, Simplex and Weiser, among many others.

Hardware Sales has been a leader in locksmith supplies since 1925 and will continue to be a pioneer into the 21st century.

Circle 263 on Reader Reply

High Tech Tools

High Tech Tools has taken a new approach to the role of locksmith

distributor. Where most distributors concentrate primarily on stocking hardware items and neglect necessary tool items, High Tech carries nearly any locksmith aid or tool a security specialist could want. Locksmiths, domestic and abroad, know where to find those hard-to-find but necessary tools of the trade. Tools from suppliers like: HPC, Ilco Unican, Silca, Taylor, Rytan, A-1 Security, Keedex, Lab, Lucky Line, Redi-Line, Reed, Hanson Drill, Pickmaster and many others make High Tech one of the most complete locksmith distributors in the world.

To keep the security profession current, High Tech publishes a new catalog every month, featuring new items and/or product lines in each. High Tech has an extremely comprehensive inventory and competitive prices for key machines, cutters, automotive lock tools, safe tools/drills and locksmith tools, further displaying that they are the "specialty" locksmith supply house.

Distributing locksmith tools is only one area of High Tech Tool's experience. They have earned their reputation internationally for their automotive lockout tool sets, and have just announced the upcoming release of their new Model 1900 Automotive

Continued on page 40



**HPC has it all :
Key Machines, Software, Books, Car
Openers, Pick Sets, Tools, Door Guards,
and Key Cabinets**

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High Tech Tools

Continued from page 38

Lockout Set. This set promises to be the most complete lockout system on the market, with its 1400+ page encyclopedia/manual and its concentration towards the 1991 vehicles recently released.

New for the Model 1900 is the Automotive Lockout Video Seminar, an extensive and thorough training video that will make lockouts easy for the novice locksmith and help the professional with the more difficult openings. The video will include graphics as well as step-by-step instructions geared towards general opening methods as opposed to focusing on individual automobiles.

High Tech's inventory does not end with tools and hardware, but includes a full range of printing and supplies for the organization and professional appearance of the locksmith. The importance is known for the possession of proper invoices, purchase orders, work orders, work authorizations as well as the myriad of other forms necessary to maintain proper bookkeeping records.

High Tech supplies all of these as well as a full corporate image in the

form of business cards, envelopes, letterheads as well as labels and rolodex cards. High Tech boasts a complete printing facility employing professional typesetters, graphic artists, and pressmen. These people are dedicated to serving locksmiths and have assisted in the designing of custom logos, stationary and business cards for the security profession.

Finally, a business is only as successful as its dedication to its customers. High Tech has a customer service staff ready to assist you and a computerized inventory/shipping department to insure your order gets shipped properly and as quickly as possible. With their toll free 800 number, you can order quickly or discuss any difficulty you may have.

Probably the most reassuring aspect of High Tech is its complete, no-risk, 100 percent money back guarantee. This allows locksmiths to purchase with the confidence that they will be completely satisfied.

Circle 264 on Rapid Reply

H. Hoffman Company

H. Hoffman Co. is ready to celebrate its 60th year of service to the locksmith

industry. Even Al Hoffman thought his father Harold had started the company in 1933. Irv Miller, the first hired employee of H. Hoffman Co. finally set the record straight by verifying the year at 1931 making this their 60th year.

The theme for the 90's is "Work Smarter, Not Harder." The company's emphasis is to offer Midwestern locksmiths meaningful programs that help them to spend less time with the details, leaving them more time to concentrate on business development.

At the core of the "Work Smarter" programs is a Point of Sale/Inventory Control software package specifically designed for the Retail Security Center. HHC/RMS utilizes barcode technology to enable the locksmith dealer to instantly record sales and inventory transactions, automatically adjusting the dealer's inventory and creating a reorder suggestion when an inventory item falls below a stocking level determined by the dealer. The software has been designed for Electronic Data Interchange (EDI) between the dealer and H. Hoffman Co. This means that the dealer can electronically place an order with H. Hoffman Co. and receive confirmation of the order status.

The H. Hoffman Co. Guaranteed

Continued on page 42



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SECURITY
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**Providing quality
tools, parts, and
service for
the security
professional.**

H. Hoffman Company

Continued from page 40

Price Program (GPP) goes into its second year of putting up-to-the-minute product pricing in the hands of subscribing Locksmith Dealers. The subscribing dealer can confidently quote on jobs knowing that his cost is guaranteed to remain as shown for the entire month. And now, GPP is available on diskette for IBM compatible computers.

H. Hoffman Co. can help you to enhance your shop's consumer appeal and appearance with our Interactive Merchandising Display Program featuring Steater store fixtures and displays. We can help you plan the redesign of your shop into a Security Showroom that will best utilize the selling area to maximize your sales potential.

H. Hoffman Co. Distribution Centers double as a safe showroom displaying a selection of fireproof, depository, wall, floor, cash drawer and burglar safes. Walk your customers through the display and close the sale right there. In Chicago, their new "House of Safes" showroom displays over 90 safes, with backup inventory right on the premises.

Ask about their Safe Floor Plan Program. Credit qualified customers can purchase their own display of safes on six month terms with guaranteed return privileges.

With H. Hoffman's Key Machine Financing Program, you can get that new key machine today and start using your cut key proceeds to pay for it. Credit qualified customers can choose from either a 30, 60 or 90-day no interest plan or a 12-month installment plan.

From introducing the first machine made lockpick, to offering barcode technology, H. Hoffman Co. has been the industry innovator. In 1976, they established the first of seven branches to better serve customers outside the Chicago area. Same day shipping became a reality for customers before most distributors realized there was even a need. Remote terminals in customer locations were introduced by H. Hoffman in 1982. We intend to continue being the industry innovators.

Circle 265 on Rapid Reply

JLM Wholesale

JLM Wholesale is a national

distributor of the highest quality products used in the locksmith, architectural hardware, aluminum storefront and security industries. Their products are Adams Rite latch locks and electric strikes, Folger Adam electric strikes, LCN Closers door closers and pivots, Locknetics Security Engineering electromagnetic locks and deadbolts, Glynn Johnson door control hardware, Roton Division of Hager continuous hinges, and Von Duprin Exit devices and electric strikes.

In September 1989 JLM moved to larger facilities in Oxford, MI. At this location they have been able to expand on their stocking levels and have added two new product lines to their inventory. These are Adams Rite and Glynn Johnson.

JLM also offers a repair service on all the products sold and a new computer-aided design program to supply customers in need of wiring diagrams and custom engineering. Now on line is a computer system that can assist customers by giving on hand quantities and current financial information.

Circle 266 on Rapid Reply

Profiles continued on page 47

Major

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Is a Self-Portrait
Of the Person Who Did It.
Autograph Your Work with Excellence.**

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Profiles continued from page 42

Hans Johnsen Company

Hans Johnsen Company was started in 1901 as a retail bicycle business and between 1905-1906 they became a wholesale distributor of bicycle products. In the teens (1911-1919) they went into the wholesale automobile accessory business. At that time auto accessory retail companies also cut duplicate keys and Hans Johnsen went into the wholesale key blank distribution business.

During the 1930's (the depression years) the company consolidated their operation into the mower, locksmith, and bicycle wholesale distribution business, leaving the automobile and other non-related industries.

At that time, bicycle dealers started doing lock work as the locksmith business grew during this period and everyone was working hard to make ends meet. Hans Johnsen Company also increased their product line in locksmith supplies.

Today, they find themselves in two different industries: bicycle and locksmith. Both show great potential through the remainder of this century. As far as the company is concerned, these two businesses compliment each

other and allow them to spread out internal overhead, thus reducing the cost of distribution in both areas. They have separate sales, promotion, and purchasing departments. In these areas, Hans Johnson has found that concentrating on the bicycle or locksmith business exclusively is very important.

By computerizing, they have been able to further reduce cost while offering a wide variety of products at competitive prices. Their shipping percentage is also one of the highest in both industries.

The main goal of Hans Johnsen, as other businesses, is to show a profit and a return on investments. However, they feel this is only possible on a continuous basis if their dealers are also successful. They strive to help customers in their financial management as well as sales and product availability.

USCAN and Summit branded products fit into their PPP (Profit Plus Program) for dealers. While PPP products offer dealer quality, they are competitively priced and can deliver excellent dealer margins. These products are not sold by mass merchants, do-it-yourself and mail order businesses, but rather are sold by

dealers who make sure their products offer the consumer maximum service as well as value.

Circle 267 on Rapid Reply

Jo-Van Distributors

Jo-Van Distributors is located in Toronto, Ontario and serves the needs of the Canadian industry from the western border of Manitoba to the eastern border of DEI. Jo-Van is a full line distributor of locksmith and builders hardware, featuring in excess of 100 manufacturers and are part of the "USCAN" team.

Competitive prices, reliable, competent and efficient service, and personal commitment from our sales representatives are the key to our success. Orders taken prior to 1 p.m. are shipped the same day.

They urge, "Try us, you'll like us."

Circle 268 on Rapid Reply

K-D-L Hardware Supply Inc.

K-D-L Hardware was formed by Mr. Hal Snyder in 1919. As is true with a majority of other locksmith supply

Continued on page 48

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K-D-L Hardware Supply

Continued from page 47

distributors, K-D-L Hardware began as a retail locksmith service.

In the twenties and thirties, Mr. Snyder began the transformation from a retail to wholesale operation. By the end of World War II the transformation was complete.

The next forty years produced well planned, controlled growth. This philosophy combined with putting customer service as the #1 priority, has placed K-D-L Hardware as one of the most respected names in the security hardware industry.

In 1985 Mr. Ron Snyder co-founded the USCAN Distribution Network. The USCAN network has enabled K-D-L to expand its horizons and give their dealers the ultimate in customer service.

The K-D-L "Profit Ladder" program gives dealers the satisfaction of knowing that day in and day out they receive what they need, when they need it, at the best price available.

K-D-L's customer service representatives approach "service" as an attitude. A willingness to understand the customers' needs, then work very hard to meet those needs. Caring and the willingness to do what it takes to prove to customers that their needs are placed above all else.

Circle 269 on Rapid Reply

Kenco Supply Co.

Kenco Locksmith Supply Company of Omaha, Nebraska, established 19 years ago by Charlie Kent, is a full-line distributor stocking all major lines including HPC, LCN Closers, Schlage, Kwikset, Ilco, Weiser and Jet. They also stock some unique products for the locksmith from companies that most distributors do not carry. Kenco works to be the one stop for locksmith supplies representing over 185 manufacturers.

They stock a full line of Briggs & Stratton domestic and Auto Security Products' foreign auto locks and have one of the largest selections of key blanks in the country: Ilco, ESP, Jet, Star, Silca and numerous original key blanks. They also have one of the highest fill rates for their customers' orders at 94.2% of all the items ordered.

At Kenco, part of treating their customers right is a pre-authorized return form to allow you to return items

ordered incorrectly or no longer needed. You don't have to waste your time calling, explaining the problem and waiting for a number so they will allow you to return the item. At Kenco, you only need to fill out the brief form, attach the included label and your package is ready to return. Also, Kenco has no restocking charge on items returned within 30 days of purchase.

At Kenco they also believe in treating the environment right. They now use real popcorn for the packing material in their boxes. The popcorn is highly bio-degradable when thrown away or it can be thrown out in the yard to feed the birds. At Kenco their belief is that companies, not just individuals, need to help protect the environment before it is too late.

At Kenco there is no minimum order size or small order surcharge. You can order what you need and not pay extra because you did not order more.

Treating the customer right is giving him a free 200-page catalog. Kenco provides prompt service, shipping out orders received by 2 p.m. the same day received. Kenco is located in the center of the nation for prompt delivery to all areas of the United States and Canada.

Kenco Supply believes in providing old-fashioned value for today's market. As Charlie Kent says: "If you haven't tried us, give us the opportunity to serve you."

Circle 270 on Rapid Reply

The Key Connection

Since its beginning in 1985, The Key Connection prides itself on having very attractive prices while maintaining the best possible service. The company has grown rapidly in the locksmith industry.

The Key Connection has now expanded into manufacturing new innovative locksmith tools. The new Medeco Anglelizer Adapter, which enables locksmiths to cut Medeco keys on a standard machine, has already revolutionized the locksmith industry.

Another industry first, which will be available in the future, is a device which will enable you to cut dimple keys. For example, Dom and Mul-T-Lock systems, using any standard portable electric drill in a special adapter.

Look to The Key Connection for new high quality tools which are on the cutting edge of technology.

Circle 271 on Rapid Reply

Key Sales and Supply

For over 21 years, Key Sales and Supply has grown steadily, but in the last few years they've grown by leaps and bounds. They recently added 10 new lines including Master padlocks. They have more than 60 different lines of locks, hardware, locksmith supplies, key blanks and key machines.

In the age of specialization, Key Sales and Supply is no different. Their vast inventory of more than three million key blanks makes them one of the largest wholesalers of keys in the world. Numerous buyouts of old key blank inventories allow them to supply their customers with that impossible-to-find key blank.

Of course, they are happy to assist with any line of hardware they distribute. Same day shipment and no minimum order makes Key Sales and Supply one of the most competitive in the industry. In the last four years, their inventory capacity has doubled and they now have 16,000 square feet of warehouse space.

Circle 272 on Rapid Reply

M.D. Kramer

MD Kramer Locksmith Supplies Corp. was founded 35 years ago by Morris D. Kramer, known throughout the industry as "Murray" or simply "M.D.". From a small store on Essex Street, Murray would call on locksmiths during the day, while his wife Alice would answer the phone and maintain the books. Every night he would return to the store, fill the orders he wrote that day and deliver them the next. It was not long before the business started to grow, and his son Joel joined the organization.

A father and son team was then born. Murray on the outside. Joel on the inside.

Murray recognized that there were many locksmiths throughout the country that never saw a salesman, had problems finding certain products and could not get supplies easily. He decided to fill the void. Traveling throughout the country, M.D. Kramer soon became recognized as a national distributor.

Joel decided in order for the business to continue to grow and to tell more locksmiths about M.D. Kramer, some sort of catalog was needed. In 1969, The Locksmith Supply News was born.

Continued on page 50

M.D. Kramer

Continued from page 48

Throughout the years up to today, The Locksmith Supply News, with over 150 pages, is one of the most desirable catalogs in the industry.

M.D. Kramer has grown into a multi-million dollar international distributor of locksmith supplies. Today, Joel joined by his three sons, Adam, Robert, Scott, as well as Mark Rhian (general manager), Sy Steinfield (purchasing agent), and Joe Salvatori (sales manager) operate M.D. Kramer.

To help serve our customers better, in the past year, M.D. Kramer has added additional warehouse space, a new computer, phone system and same day service for orders called in before 12 p.m.

Why should M.D. Kramer be your distributor? The answer is very simple. Our extensive product line from Arrow to Yale. Including our famous EM-D-Kay padlocks, safes, key machines and many other products, our toll free numbers and courteous sales people, our fast service and large inventory. The fact that Joel Kramer is personally there to over see all operations and listen to the customer's needs.

Circle 273 on Rapid Reply

Mayflower Sales

In today's tough market, outstanding performance will set you apart from the competition. Satisfying a customer's needs can place a lot of pressure on locksmiths who need special hardware or replacement parts. The follow-through on special order handling can require a lot of time and effort. The reliability of your supplier can make or break you in today's "I want it now!" world. The folks at Mayflower can help you stand out from the other guys.

With a successful philosophy of maintaining deep inventory on key lines and providing the parts and technical know-how to support these lines, Mayflower is uniquely positioned for your future. Maintaining a broad inventory is but one aspect of their success. With close ties to the manufacturers they represent, they have the ability to get what you need within a reasonable time frame. The ability to supply parts and hardware on a special order basis allows customers to rely on timely solutions to their special problems.

While carrying a broad range of locksmith supplies, Mayflower features an extensive inventory of many lines. These include: Adams-Rite, Arrow,

Auto-Security Products, Folger Adam, Medeco, Locknetics Security Engineering, Simplex/Unican, Securitron and Yale.

With 73 years of service behind them, let the folks at Mayflower improve your performance.

Circle 274 on Rapid Reply

Metropolitan Safe & Service Co.

Metro Safe Co., Inc. began in 1970 as a hobby and means of generating secondary income. It was started by Orest Kalba, who began collecting unique and original safes. Occasionally, he sold a few of his safes and began to realize their potential for profit. Mr. Kalba pursued his interest in safes and their workings by taking apart his collection of antique safes to see what made them tick. He is intrigued by intricate mechanisms and craftsmanship. A few years later, Mr. Kalba decided to broaden his knowledge by attending courses offered by the Safe & Vault Technicians Association. He has earned certificates of achievement from them and also contributed articles to industry publications.

NATIONAL AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

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safe locks for...security...
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In 1987, Mr. Kalba decided his hobby was profitable enough to become his main source of income. From a meager start in an 800 square foot store with one employee, Metro expanded to two employees within one year. In 1989, business expanded and a third employee was added to the staff.

Recently, Metro purchased Anchor Safe Co., one of its competitors in the Detroit area. Now there are two showrooms, a 1,500 square foot office, 5,500 square foot service and repair facility and 30,000 square feet of warehouse space. A staff of seven technicians under Mr. Kalbas' supervision perform all service related activities. Mr. Ereny Szechowycz and a staff of four take care of sales and administrative activities.

Metro is actively involved in retail sales and wholesale distribution for Aannon, AMSEC, Brown, Cannon, Kaso, Mutual, National Security, Original and the recently reintroduced Bischoff safe line. Products include steel gun safes, "B" rated steel or composite burglary and depository safes, Underwriters' Laboratory rated composite TL-15, TL-30, TRTL-30X6 and special armored safes. Sizes range from one cubic foot up to 28 cubic feet.

Metro Safe Company Inc. is also

proud to announce its recent appointment as master distributor representing TFL-50 wet and dry lubricants to the safe and lock industries. We have been using these teflon based products for several years and find their performance superior to anything on the market. These products meet strict E.P.A. and military specifications.

TFL-50 wet lubricant is an ideal cleaner and corrosion inhibitor whether sprayed out of the can or as a soak in ultrasonic cleaners. When applied directly, accumulated grime, grease and oil virtually melt off locks and moving parts. Deep penetrating action loosens "frozen" bolts or parts, displaces moisture and protects from rust and corrosion. Anticorrosive properties were verified with the salt-fog exposure test, reference: MIL-C16173D Grade 3 specifications, this lubricant works two to 13 times faster and keeps on working five to 10 times longer than any other products available and is available in five or 10 oz. aerosol cans, one gallon cans and 55 gallon drums.

Non-staining TFL-50 dry lubricant works directly on clean, dry surfaces to stop squeaking, sticking and frictional wear and is ideal for bolt mechanisms and moving parts not under extreme

stress. It is completely dry, practically invisible when applied sparingly and resists dirt and dust.

Circle 275 on Rapid Reply

Midland Hardware

Midland Hardware is located in Oakland, New Jersey and has been serving the locksmith industry since 1975. Midland had grown to be one of the East Coast's largest stocking "true wholesale" distributors of door hardware, and will not sell to the general public.

Midland Hardware has been stocking a large diversified inventory of the following manufacturers: Baldwin, Bommer, Dexter, Ives, Kwikset, Norton, Omnia, Precision, Schlage, Simplex, Soss, Stanley and Von Duprin. In addition, Midland has taken on some new product lines such as Detex, Don-Jo, Master and Securitron as well as all the parts and accessories to complement each manufacturer. The inventory is fully computerized to assure you of accurate stock levels.

To help you when you call on a nationwide toll-free number, one of Midland's four sales and customer

Continued on page 52



SCHWAB CORP.

Fire protection for your vital records.

Free freight!!

No middle man!!

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Midland Hardware

Continued from page 51

service representatives, Win, Mike, Debbie or Al will be available to assist you in product availability, technical information, pricing and the placing of any orders. All stock orders placed before 3 p.m. will ship that same day.

For all local customers, Midland has a showroom available for your use by appointment only. If you cannot come visit the showroom they do have mounted display programs available to assist you in starting your own showroom.

Circle 276 on Rapid Reply

Monaco Lock Co., Inc.

Monaco Lock Co., Inc. was founded 23 years ago by Vito A. Monaco and his wife Florence. Mr. Monaco himself is an experienced locksmith for over 40 years, and his spirited dedication, knowledge and reputation continues to grow and accommodate the needs of our valued customers.

Monaco Lock is a master stocking distributor whose strongest quality is not only customer satisfaction, but an expansive inventory that allows us to

ship most orders same day nationwide.

Calling our toll free number puts you in contact with more than 15 years of combined experience from Nancy Juskey, Barbara Chapman, and Pat Quagliana who would be happy to assist you with placing an order, pricing, availability and installation problems.

Our inventory line includes electric strikes by Folger Adams, Adams Rite, HES, and Trine; electromagnetic locks and accessories by Securitron and Locknetics-Security Engineering; access control equipment by Continental Instruments and Simplex; intercom systems by Lee Dan.

We also carry a complete line of door hardware such as: LCN closers, Arrow, Schlage, Marks, Stanley, National Guard, Rockwood, Ives, Don Jo and Glynn-Johnson. Other products such as Abus and American padlocks, Corbin cabinet locks, Bommer mail boxes and Sentrol contacts can be found on our shelves. Monaco Lock is ready, willing and able to assist you with all your security needs, large or small, long term projects or last minute deadlines. Customer satisfaction is our goal.

Circle 277 on Rapid Reply

Omaha Wholesale Hardware

Omaha Wholesale Hardware is a division of Johnson Hardware Co., which is the oldest hardware supplier in Omaha, Nebraska, dating back to 1855. This division was started in July 1984 as a master distributor for Ingersoll-Rand products. Schlage locks, Van Duprin panics and LCN closers were the first products they began to distribute. Since that date, they have continued to add new product manufacturers in an effort to broaden their product base.

Products now available include Ives, Norton, Medeco, Dor-O-Matic, and Locknetics along with many products that the parent company may have in its inventory of builder's hardware items.

Omaha Wholesale Hardware has two sales people, Howard Westerberg and Jim Humpal who have the knowledge and expertise to answer your product questions with prompt, courteous and professional advice.

They pride themselves as being a strong Midwest distributor, with safe day shipment and competitive pricing along with product knowledge and customer satisfaction.

Omaha is not the largest distributor



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but they are a company that is doing everything possible to supply the locksmith industry that contact them for their hardware and product advice.

Circle 278 on Rapid Reply

RA-Lock Company

RA-Lock Company, located in Cedar Hill, Texas, currently manufactures and distributes under the RA-Lock name the RA-Lock shackless padlock for the vending industry and the RA-Lock King Pin for the trucking industry.

They are primarily concerned with, but not limited to vending security having been involved in this industry for better than 30 years. They currently stock, for immediate shipment, Medeco, Fort, Chicago, Abus, American and Wilson Bohannon in cam locks, switch locks, threaded extension locks, t-handles, inner cylinder locks, padlocks and plug locks for all vending machines and currency changers.

RA-Lock Company is a factory authorized O.E.M. Service Center for Medeco, Fort and Sargent & Greenleaf. They offer fast service on rekeying and key cutting on commercial and restricted keyways to customer specifications. They work in an advisory capacity to locksmiths with their particular problems and have the ability to design and manufacture prototype locks where applicable.

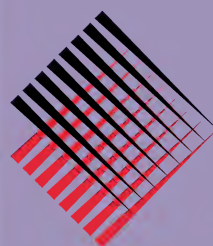
Circle 279 on Rapid Reply

S. Simons, Inc.

You can hear the difference at Simons. It starts with our enthusiasm to be of service. We believe our customers are important and we do our best to show it. We feel if you can hear and see the difference, you'll tell others about it. Our motto is "Don't believe us, try us."

S. Simons, Inc. is a full line distributor of locksmith supplies and door hardware. We have been providing service to our New England customers for over 100 years. As part of the LSDA group, we share inventories with over 18 warehouses nationwide to get the much needed products for locksmiths in a hurry. More importantly, we also are making the LSDA marketing programs available to help locksmiths compete more effectively.

Continued on page 54



STRATTEC™

The world's largest
producer of automotive
locks and keys.

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S. Simons, Inc.

Continued from page 53

One example is the LSDA locksmith dealer catalog. Introduced this year, locksmiths can add their own shop name to create the most valuable sales tool in our industry, a locksmith catalog for their customers. Also featured is the full line of LSDA products representing quality at competitive prices only sold through locksmiths.

Simons has available its own catalog, an 800 number, a fax machine, a price list with updates and monthly special flyers. Working with locksmith associations, we have held seminars in Massachusetts, Connecticut, Maine and Rhode Island on topics like: Selling and Locksmiths, Cracking Commercial Accounts and Inventory Management. In addition, we were privileged to participate in the 1990 ALOA and 1990 Yankee Security Convention seminar programs. Working with manufacturers, we have sponsored seminars on Ilco key machines, auto security, Simplex-Unican locks, interchangeable core locks by Arrow and safe technology and techniques.

Stressing service in an ever competitive marketplace, Simons has instituted several new programs: same day shipping. All orders called in by 3 p.m. are shipped the same day, and call backs on shorts on all orders called in by 2 p.m. Locksmiths are called back on any items not able to ship.

We believe this type of commitment to service gives our customers a competitive advantage and if they can grow their businesses, then so can we. Simons will continue to work with and for our service levels and initiate new services.

Circle 280 on Rapid Reply

Security Lock Distributors

As the country's premier Arrow distributor, Security Lock Distributors is able to offer one of the most in-depth and complete stocks in the entire nation. This includes not only the basic selections of quality locks and hardware that Arrow has offered throughout the years, but also their new lineup of exciting products including exit alarms, door closers, interchangeable cores, panic devices and heavy-duty lever handle sets. They stock it all. And they have it in every style, function and finish available.

Security Lock Distributors is not

limited to Arrow, however. They have become one of the most complete suppliers of electronic and access control products. Their diversified products include the finest names in the industry: Adams Rite, Simplex Access Controls, Locknetics Security Engineering, Folger Adam and their newest addition, Von Duprin Electronics.

Recently, Security Lock Distributors published their most complete and comprehensive catalog. It contains product information and clear illustrations that can greatly simplify your purchasing. Specific references to backsets, latches, finishes, voltages, etc. are included.

Of course, SLD's sales and technical staff always stand ready to help you solve your problems and satisfy your needs. Years of "hands-on" experience in the field exemplify the depth of knowledge and practical applications at their fingertips.

Security Lock Distributors has also made it easier to communicate than ever before. They can be reached on their nationwide toll-free number, as well as by fax machine.

Overall, if you're looking for outstanding service, great technical expertise and diversified, in-depth inventories, Security Lock Distributors will deliver.

Circle 281 on Rapid Reply

Robert Skeels & Co.

Robert Skeels & Company, based in Compton, California, takes a big stride towards addressing the locksmith market, purchasing the assets of Major Lock Supply in Anaheim, and Key Hardware Company in downtown Los Angeles. The purchase became final on August 7 after months of negotiations.

The purchase by Skeels places the company in a unique position in the Southern California marketplace. "We have always been strong in the builder's hardware segment of the market," says Lee Jordan, president of Skeels. "The acquisition gives us a broader customer base within the locksmith supply segment, a market that is crying for improved customer service and relations. In the past, we have allowed other distributors to dominate the locksmith supply business while placing greater emphasis on builder's hardware supply. We are now poised to address the locksmith supply market."

Robert Skeels originally opened up

shop in 1921 as a manufacturer's representative, stocking most of the product lines that he represented. As time went by, Mr. Skeels began to de-emphasize the representative side of the business and instead became a full-line builder's hardware distributor.

Nearing retirement age in 1965, Mr. Skeels sold the company to Wynn Oil Company based in Azusa, California. Wynn was beginning to diversify its holdings, and Skeels was its first acquisition outside of the petrochemical industry. Management brought in Les Jordan as general manager to oversee all operations.

Wynns continued to diversify, creating the holding company Wynns International, Inc., now based in Fullerton, California. Skeels became a wholly owned subsidiary of Wynns International, naming Les Jordan as its president. Wynns stock is currently traded on the New York Stock Exchange. Annual sales are in excess of \$350 million.

"Today we are very pleased with the prospects for the future," claims Jordan. "There is a great deal of instability in the distributor market today. It will be very interesting to see how everything shakes out. In the mean time, we will strive to provide consistent, quality service to our customers, while maintaining the integrity of the distributor market. You can count on us."

Circle 282 on Rapid Reply

So-Cal Lock & Supply

Located in National City, California, between San Diego and the Mexican border, So-Cal Lock & Supply has been of service to the locksmith for over a decade. In the summer of 1980, So-Cal began with 500 square feet of warehouse, a telephone, three product lines and a very large dream. With the rapid advances in the security industry, we felt that by staying within certain product areas that So-Cal could better serve the locksmith and still maintain a policy of no minimum purchase. We wanted to provide friendly, fast service with the ability to assist the customer with the order. So-Cal has now expanded to over 30 different product lines in stock and more than 2500 square feet of warehouse.

If it's foreign or domestic automotive locks, parts, and service kits you are looking for, we most likely

Continued on page 56

So-Cal Lock & Supply

Continued from page 54

have it in stock. We are a stocking distributor for ASP, All-Lock and B&S. Key blanks in stock are Ilco, Jet, and ESP and original blanks from our product lines are also stocked. Tools such as pin kits from Lab & OEM, picks, opening tools, key machines, Baxter code books, guide keys, and LPS lubricants are shelf items. We stock cam locks, padlocks, mailbox locks, key cabinets, MAG plates, and much more.

The original idea and goal for opening So-Cal was to serve the small locksmith who was unable to meet the minimum purchase requirements of the larger distributors. We soon found that we also filled a void for the larger locksmith. Many times we have had a particular item in stock that others were out of or did not stock at all. A common expression heard from many locksmith is "I just need one item that wouldn't total enough to meet any minimum purchase elsewhere." We feel by specializing in a smaller area of the locksmith field, we can service that area better.

It is unfortunate that due to the times, a person's word does not carry the trust that it once did, so in order to fill that long and sometimes drawn out credit gap, we have begun to accept Visa and MasterCard accounts. (Some restrictions apply.)

We have expanded our toll free 800 number to the national level with four open lines. Our warehouse hours are 8:30 a.m. to 5:00 p.m. Pacific time. For your faxing convenience, our fax number is on-line 24 hours a day, seven days a week. Normal shipping is by United Parcel Service (UPS) and company policy is that if an order is received by 11 a.m., it will be shipped the same day under normal circumstances.

So-Cal mails out over 2,000 sale flyers every month and any locksmith may request to be added to the mailing list.

Our staff, Lin Erbland, co-owner and manager, Ron Erbland, co-owner and consultant, and Tim Davis, salesman, make every effort to handle every call in a polite and professional manner.

Our goal is to continue to grow and maintain the friendly service of the small country store.

Circle 283 on Rapid Reply

Southern Lock & Supply Company

Southern Lock & Supply Company has been a wholesale distributor of security products and locksmith supplies throughout Florida and Southeastern United States since 1946. From the earliest days to the present, the company goals have remained the same; to provide customers with quality products and the best service possible. Moving into the 1990's, Southern Lock has now become the source for High Security Products including Abloy, Assa, Medeco and Schlage Primus.

As the company continued to grow, the need for a shipping warehouse outside the state of Florida became evident. Customers in the Carolinas and parts of Georgia, now enjoy next day shipping, since the opening of the Charlotte Distribution Center over a year ago. Though primarily a shipping point, Manager Kevin Collins assures that walk-in customers are always welcome.

The two South Florida locations continue to serve their respective area. Aurelio "Chico" Rodriguez has been in charge of the Miami warehouse since 1983, and Pete Burdwood has kept the Oakland Park location cruising along for over four years.

Back at corporate headquarters, growth of another kind was taken place. A second story was added to the existing offices to create a huge, modern customer service area, where Diana, Don, George, Gia, Jeff, Jimmy, Robin and Wendell spend their days on the phones and in front of their computer terminals. This new computer system has been in operation for over a year now and has proven to be a real asset, enabling the sales representative to check on every aspect of an order more quickly and efficiently than was ever possible with the old system.

The old telemarketing room has been refurbished and is now home for Pete the Bidding Agent and the in-house art department. Bill, the art director, promises the 1991 catalog, a completely revised edition, to be out later this month. After six months in the making, his entire staff will be relieved to see these catalogs loaded into the mail trucks. And, in this age of environmental and ecological concern, this year's catalog remains the same compact size as before. Even though it contains many new products and much more information, a lot of trees are necessary to produce one, and a fat

catalog for the sake of appearances does not seem necessary.

Let's not forget each spring, when the Buyer's Trade Show is held at the main warehouse in Largo, Florida. This event provides the locksmith with an excellent opportunity to meet the Southern employees, examine new products, talk to the manufacturer's representatives, and with a little luck, go home with a door prize.

With new locations, competitive pricing, qualified sales personnel, and the latest in computer technology, Southern Lock & Supply Company is doing what it takes to make their customers satisfied.

Circle 284 on Rapid Reply

Stone and Berg

Stone and Berg Wholesale Locksmith Supply was started by Jack Berg in 1967 as a one person operation with strictly local distribution. In 1973, faced with a growing number of lines and customers, Jack began, what is now to many of our customers the bible of the industry, a catalog and price book system unlike any other.

The "catalog" consists of a case-bound binder filled with up-to-date product information in the form of manufacturer supplied catalogs and price sheets. The case-bound "price book" is divided into four sections and prefaced by a table of contents, an introduction, and two indexes. The sections are: Locks & Hardware, Discontinued Stock, Key Blanks and Locksmith Supplies. Each section is alphabetized by manufacturer and each manufacturer's section provides a page or pages of numbers, descriptions and pricing on all stock products.

At the top of each page we include either a section logo or original manufacturer logo to help in quickly referencing products. The "price book" is intended to be used anywhere the locksmith goes, which is why each page is protected with a vinyl page protector to keep them clean and readable.

What makes this "catalog and price book" so unique is the update service that we provide with it. Every month we send updated price pages and every other month new and updated catalog information. Also, we endeavor to protect all pricing until updates are received. So, in other words, if a manufacturer increases its prices, we will honor the old prices until updates

Continued on page 88

The Maxum By Medeco

"The Maxum deadbolt is state-of-the-art mechanical security. It weighs in at three and one half pounds, making it the heaviest deadbolt around."

by Robert Sieveking

In a world of feature-competitive security products, any manufacturer that does not constantly "improve" and "develop" his product line, soon finds himself falling behind the market. If anyone believes that there is any dust collecting on products in the Medeco line, it's probably because they are not watching the product line close enough. Some of the features, that separate the Maxum from other locks are just not obvious to the casual observer.

Before you can become very excited about something as mundane and "everyday" as a deadbolt lock, you will probably want to ask a few specific questions. Until you understand what you're selling, you probably won't be effective at selling it. I hope this article will answer enough questions about the Maxum deadbolt to help you effectively sell it when the occasion arises. So what's different about the Maxum, Medeco's newest deadbolt lock? What features does it offer? Why should the locksmith consider stocking the Maxum? How were the features of the Maxum deadbolt developed?

The Maxum deadbolt is Medeco's idea of "state of the art" mechanical security. Its development is the culmination of ideas developed over a number of years. Though key control is an important part of any security program, the solid mechanical strength of the lock is equally important. The Maxum deadbolt weighs in at almost three and one half pounds, which makes it the heaviest cylindrical deadbolt on the market.

The security collars and trim are solid machined brass. I

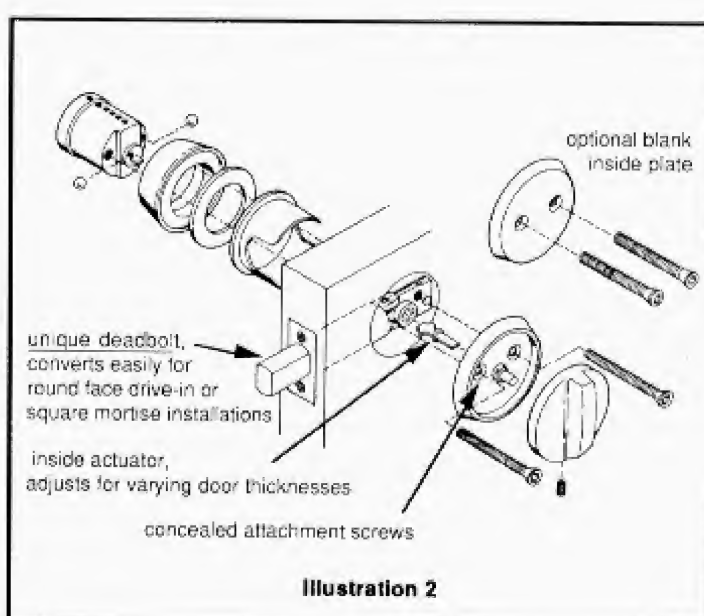
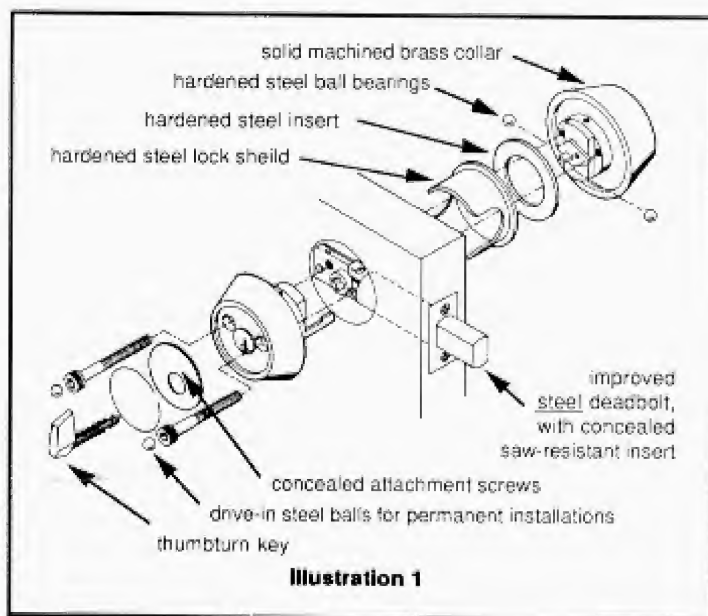
have been led to believe that Medeco is one of the last manufacturers to offer solid brass collars and trim on their cylindrical deadbolts. I'm sure that cast metal inserts and a thin brass skin could have been substituted for the quality you can feel in these parts, but it wasn't.

I was also told that all the parts that are used in this Medeco deadbolt were manufactured in the United States.

Illustration one shows how a Maxum double cylinder deadbolt assembled onto a door. From the outside, you can't see some of the security that it hides behind that pretty brass face. Drilling for the attachment screws has always been a quick method of defeating most cylindrical deadbolts. You will notice that there are two hardened steel ball bearings shown in the drawing. They are dropped into the attachment screw holes as the lock is assembled onto the door to protect the tips of the attachment screws from the drill point.

If you want to have a "ball," try drilling through one of these balls. If you decide that there might be an advantage in drilling at another point on the face of the cylinder, you will be happy to find that there is a hardened steel disk behind the collar that protects the bolt extension actuator. The steel insert and lock shield are .050" thick steel, hardened to a Rockwell C-60 hardness. If you drill many safes, you may be familiar enough with carburized plate to know that drilling here will not be easy. (If you think you can poke a sharp instrument through this stuff, think again.)

Zinc chromate, on all the ferrous parts, with the exception of the bolt detent spring, prevents rust from shortening the useful life of the lock. Concealed attachment screws on the



inside of the double cylinder deadbolt preserve the aesthetic beauty of the lock while preventing removal of the lock. A second set of ball bearings is provided, as a security option. They can be driven into the heads of the hardened steel hex head cap screw to prevent removal of the lock from the door.

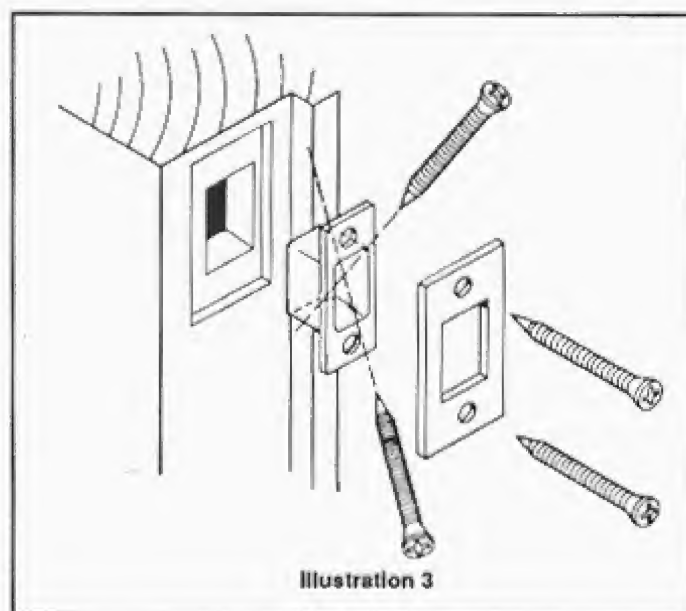
The thumbturn key is a feature that has been incorporated into the Medeco line since the early 1970's. The inside cylinder holds the key captive, allowing the lock to function as a single cylinder deadbolt. Use of a second key, in the outside cylinder, will release the inside key, so that it can be removed, converting the lock to double cylinder security. There are a few manufacturers that have offered "similar" functions, but none work quite as nicely as the Medeco. Medeco has also improved the bolt extension mechanism of the one inch saw resistant steel deadbolt to minimize the possibility of manipulating the latch with bypass tools of any type.

Illustration two shows the Medeco single cylinder Maxum deadbolt. The outside cylinder is essentially the same as the double cylinder deadbolt. The inside thumb turn, of course, solid brass. I scratched some of the plating of the underside of the lock. I had to make sure it wasn't cast metal, and was not surprised to see the familiar yellow glow of real brass.

A new feature of the Maxum, that I had not seen before, was the convertible bolt. The bolt is shipped with a round face drive-in collar and a square face mortise style attachment, similar to what you see in illustration two. Mechanically, I think it's a pretty neat trick. Like everything else, the bolt shows good engineering and the solid quality of American manufacturing.

As you consider the strength of a deadbolt, you can't overlook the strike. (See illustration 3.) The reinforced latch box and security strike meet a number of security demands. The "box" strike has always been a good deterrent against drilling through the jamb and prying or driving the bolt back into the door, destroying the lock. Four 2" attachment screws, two at the bottom of the latch box and two through the strike plate, insure a solid mechanical bond between the bolt and the jamb.

Properly installed in a solid jamb, I'm sure that this strike is equal in strength to the bolt that it accepts. In metal jamb applications, I much prefer the box strike because it keeps concrete chips and debris from falling into the strike hole and preventing the bolt from being fully extended and "deadlocked" in the extended position.



Why should you consider stocking the Maxum? In a word, "flexibility." The drive-in/mortise bolt cuts stocking requirements in half. One bolt, adaptors included with every lock, meets more requirements. You'll still need to stock 2-3/8" and 2-3/4" backsets. The lock can be applied to doors from 1-3/8" to 2-1/3" in thickness with optional screw pack or adaptor rings. The addition of the hardened steel lock shield also made the lock body a little larger than it was in the past, but it also made it fit the more standard 2-1/8" door prep, common to steel doors.

I suppose you wonder how a manufacturer got so smart and made all these fantastic improvements to their products. I understand they asked a locksmith. Actually they hired a pair of locksmiths, to come together once a year and make suggestions as to how to improve the product and meet their needs. Establishing a channel between the manufacturer and the locksmith is the best way I know for the manufacturer to become more responsive to the changing demands of the market.

By promoting and encouraging constructive criticism of the product, and responding in a positive way to the suggestions of those in the field, we better meet the demands of the customer. Competition on a product quality level is what brings about change and improvement.

Quality doesn't always sell itself, sometimes you have to look a little farther than the pretty face to see the benefit. Key control may be the calling card, but without solid mechanical security, all you have is a key you can't get copied.

For more information contact: Medeco Security Locks, Inc., P.O. Box 3075, Salem, VA 24153, (703) 380-5000. §



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Installing Panic Bars

"Many first time installers 'panic' at the idea of installing one of these devices. But careful study can make the job go smoothly."



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107

by Jack Roberts

The term "panic bar" can have many meanings and references. It is usually applied to any opening device that requires a "push" to obtain egress. The term, however, is misapplied in almost all cases since it is a rare occasion that an exit device of any kind is used under actual "panic" conditions.

High school jocks seem to prefer a running jump with a size 12 planted in the middle of the bar, which makes it a "kick" bar and book laden teenage girls often back into the device.

Manufacturers, architects and safety engineers have for years tried to wean us away from the term "panic bar," preferring instead to use exit device or door control. But the term is with us and no doubt will endure regardless of the efforts to apply proper terminology.

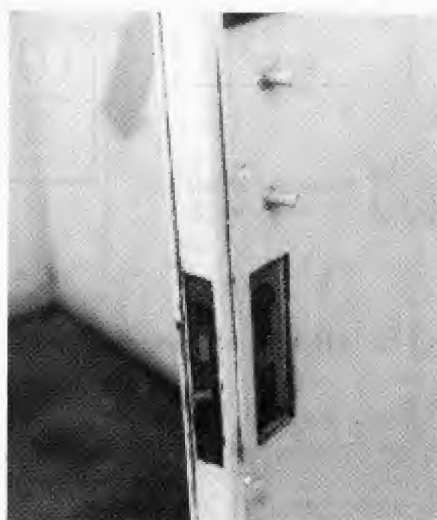
Many first-time installers "panic" at the thought of making an exit device installation and for them it does in fact become a "panic bar." But careful study of the installation instructions prior to on site arrival and then following step-by-step procedures can make the job flow along smoothly.

Accurate measurements, proper use of the correct templates, good tools, and the application of the old adage "measure twice, cut once" cannot be overemphasized.

The installation described in this article was occasioned by code regulations after a routine inspection by the fire department.

The opening is the rear door for a bank branch, not normally used as ingress for customer or employee traffic, but would serve as an emergency exit at the rear of the

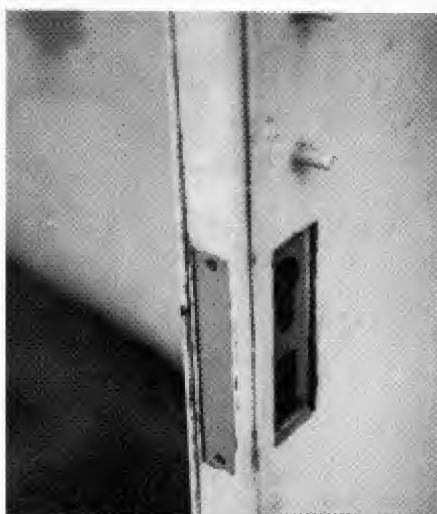
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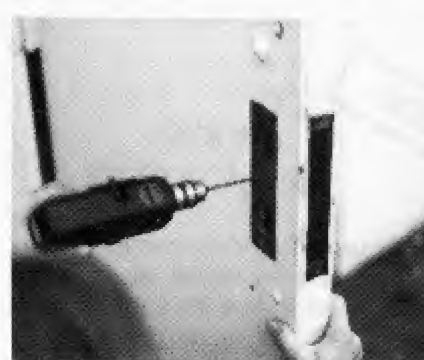
1. Removing mortise lock and slide bolt.



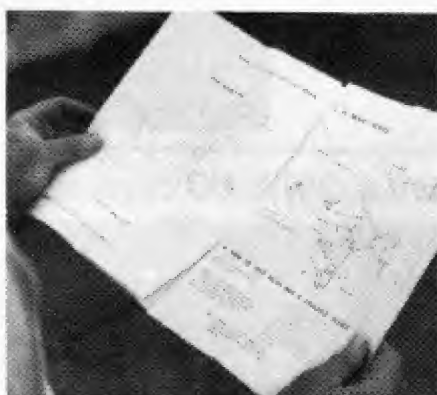
4. Accurate measurements made.



2. Installing mortise filler plate.



5. Drilled and tapped holes.



3. Device's exact locating points.



6. Installation of the pull plate, pull handle and cylinder.

building. The existing mortise lock was not functioning properly and a slide bolt had been installed for interior locking.

Bank management desired to provide access through this door for messengers and other selected employees. The door had been faced on both sides by 1/4" boiler plate, cold riveted in place, which made the installation particularly challenging since this effectively created a 3-1/4" door. This boiler plate facing can be seen in the photographs of the installation.

The use of push and pull plates to cover the existing mortise prep added

another 1/8" or so to the door thickness. The location of the rivet heads prevented an exact in-line installation of the push-pull plates since we elected to use the existing mortise cutout. we preferred this more than drilling through the facing plates for the pull handle through bolts and the rim cylinder tailpiece. This accounts for the cylinder being off-center as seen in photograph six.

All mounting holes which were drilled for the installation had to be tapped due to the impossibility of using self tapping screws in the boiler plate facing of the door. Extra length through bolts were, of course necessary.

The first step in this installation was to remove the existing mortise lock and slide bolt, (see photograph 1) and install the mortise filler plate. (See photograph 2.)

Next the instructions furnished with the exit device were reviewed thoroughly to determine our exact locating points for the device. (See photograph 3.) Accurate measurements were made twice for all locations, (see photograph 4) and holes drilled and tapped for the push and pull plate mounting holes. (See photograph 5.)

The next step was the installation of the pull plate, pull handle and cylinder. (See photograph 6.) If some of you eagle-eyed readers notice what appears to be a mortise cut-out alongside the pull plate, this is an unpainted area where the existing escutcheon plate had been. We did cover all holes.

The next step in the installation was locating and mounting the interior push plate (see photograph 7) and using the template furnished with the device, locating and center punching for the required mounting bolts. (See photograph 8.)



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7. Locating/ mounting interior pushplate.



8. Center punching.



9. Installing the device.

The next step was to install the device and check for proper operation. (See photograph 9.) Measurements for the strike were made (twice) (see photograph 10) and mounting holes drilled and tapped in the stop for the strike mounting bolts. (See photograph 11.) This stop is 5/16" solid bar stock which had been welded to the frame, which, of course, was filled with concrete.

The strike was then installed (see photograph 12) and after checking for proper latching and opening, the device cover plate was put in place (see photograph 13) and the installation was complete.

I believe that this installation deserves a bit of an epilogue to point out the unusual circumstances involved



10. Measurements were taken.

and why a careful study of all conditions must be made prior to a firm quotation being submitted.

Our initial thoughts on meeting code requirements were to replace the existing mortise lock with an approved deadbolt and latch function. This was deemed unwise since repeated attacks by "vandals" on the exterior knob was what had caused the damage to the mortise lock and, certainly, this would happen again.

The thought of an exit device



11. Mounting holes tapped and drilled.

installation almost made it a "panic" installation due to the boiler plate facing on the door. Our normal estimate for installation of a device of this type is 1.2 hours labor. After careful examination of the door and frame, we raised this to two hours.

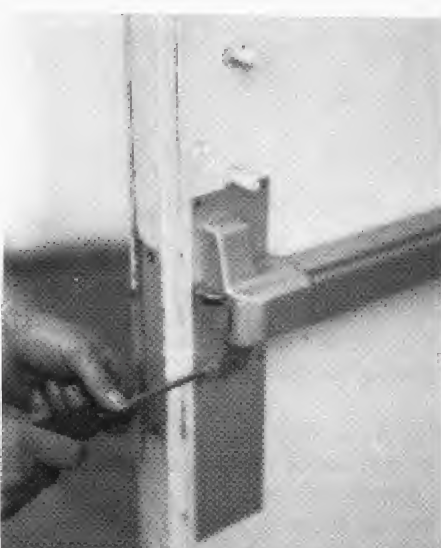
One would not normally expect a door stop to be made of solid bar stock steel, but the hole for the slide bolt, which can be seen in photograph 10, revealed this to be the case. Perfect alignment of the push and pull plates



12. Strike is installed.

and the cylinder would have added another hour to the installation time due to the required drilling of the facing plates, grinding of rivet heads, and other door prep.

Management accepted the esthetic irregularities involved and approved our estimate of charged and description of the finished installation. (Frankly, they were interested in meeting code at the lowest cost, possibly deterring vandalism, and didn't really care about the appearance.)



13. The device cover put in place.

The actual installation time for this device as shown was 2-1/2 hours which included photographs and two men working. One man could have made the installation easily, without the necessary delays for photographs, within the estimated two hours and could maybe even have beaten that time by a few minutes.

This installation could have been a real "panic" but proper planning made management happy and put a few dollars in the cash register for us. \$

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Eagle Safe Service

"Two tabs per side block movement of the bolt plates. Simple, diabolical, and, yes, very effective. Here's how to deal with this baby."



by Dale Libby

One of my favorite pastimes is to go through *The National Locksmith Guide to Safe Opening Vol. I and II* and add to the fantastic information that master safecracker Dave McOmie has graciously given to the safe and vault industry. Don't get me wrong. The information contained in these books is correct on the safe covered, but there is ample "white" room to add your own notes and measurements.

I occasionally see other safe and vault publications which do carry other information about similar safes, with different slants on opening and attacking locked units. I copy these articles and tips, and add them in the appropriate places of the books. I tape these articles in place, or make my own drawings. Now I have a large conglomerate of safe and vault information from several sources in one easy-to-find place. (Three places, actually. There are two volumes, and now there is a third.)

One of the safes that is listed under "Eagle" safes in the guide is quite popular in the Midwest. It comes under a variety of names. The ones that I work on are usually labeled "HG" safes. They are identical to the listed Eagle safes. They all have the removable dial feature which is typical on this unit.

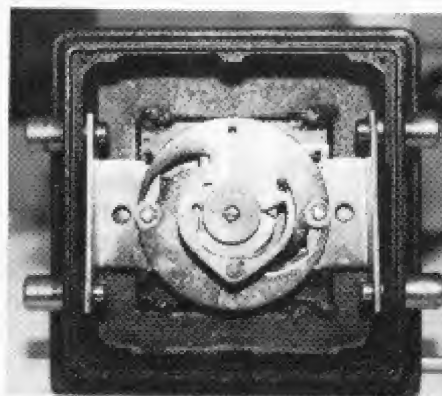
One very important feature that does differ from McOmie's books is that there is a very good relocking system used on these safes that is not shown in the guide. That is the purpose of this article, to discuss this relocker and the ways to neutralize it.

Photograph one shows the page in the *Safeman's Guide* with the Eagle



1. *Safeman's Guide*: Eagle safe listing.

safe listing. Let us look at the rear of the safe in logical order of disassembly. First the cover plate is eliminated by removing the four corner phillips screws. You will then see the back of the combination lock and boltwork as shown in photograph two.



2. The back of the combination lock and boltwork.

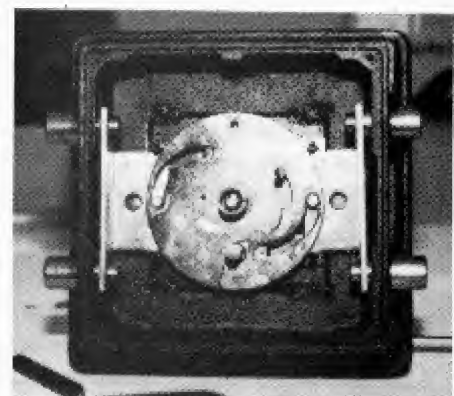
The drop-in point is under the rather large lever at 2 o'clock as shown in this photograph. There is another lever extension opposite the locking and opening lever at 9 o'clock position with a hole in it. This is to facilitate the

changing of the wheel pack combination and to hold the S&G change key in position when transfiguring the key change combination wheel pack.

One important point to note, with this floor safe head, is that everything is held together by truarc snap rings clips. These clips are important to keep the safe working correctly, but unfortunately, they can break and do. The whole lock is unit type construction. If one part fails, then many parts will be out of alignment, and when this happens, the relocking plate will move enough to relock the safe, even when the relock has not been fully triggered.

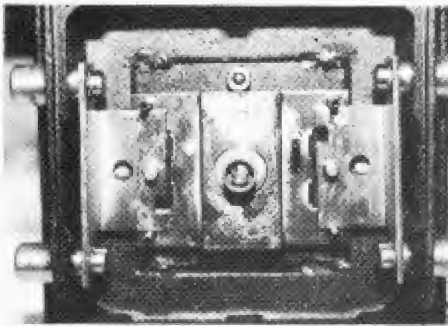
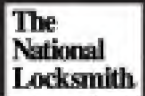
Photograph three shows the cam plate configuration with the wheel pack and the locking removed. There is a large spring under the relocking plate that is pushed down and held in position by the wheel pack. If this plate becomes loose, or if one of the snap rings comes loose on the boltwork, it can cause a relocker tab to engage.

The relocking plate can be seen in



3. The cam plate configuration.

photograph four. It is flat with a "U" channel in the center, with a spring (not shown) underneath it. When the relocker is activated in this safe head, it pushed up two tabs per side to block the movement of the bolt plates. Simple,



4. The relocking plate.

diabolical, and very effective.

Most of the problems with this arrangement, at least on the safes that I have worked on, come when one or both of the snap-rings come loose. This allows the relocking plate to move part way up on that side, enough to block one of the bolts from moving.

When this happens, the circular opening plate will not move and the safe will become locked. The symptoms are similar to other relocked safe work. The combination will dial properly, the lever will drop in, but the dial will only turn a few numbers instead of the full ten number turn needed to withdraw the bolts.

The relocker plate is held in position

by four tension spring pins located on either side of both bolts. In photograph four, these tabs are to the left and right of the dial center and in the raised position. The bolts will not move into the unlocked position while the tabs are up.

I have tried to hammer and bounce the relocker up when I have determined that it is the problem. I have been unsuccessful in this undertaking. There is a simple way to remedy this problem without too much damage.

If you look at the top of the safe, you will see a wire handle which is held in position by two raised bolt heads. The bolt heads have a hole drilled in them to accept the ends of the handle. Simply bend out the handle and unscrew the heads from the safe top. On one of the safe heads that I worked on, these bolts unscrewed easily and allowed access into the safe mechanism proper. On another unit, I unscrewed these bolts and had to drill 1/3" through soft steel to get to the inside of the safe. Both of these holes will miss the hardplate that protects the mechanism proper.

If you look at one of the photographs, 2, 3, or 4, you will see a hole in the bolt plate, at equal distance between each bolt. Surprise! The handle

bolts are directly above these holes. Once you remove the wire handle bolts, you will have access into the safe head proper. This access can be used to "scope" the wheels, and can be used to unset the relocker.

There is a 50/50 chance of the handle retainer bolt being the correct one when trying to disengage the relocker plate. The method is to dial the combination, determine that the relocker plate is blocking the movement of the bolt plates and cam. Remove one of the handle retainer bolts and using a borescope that has sprung, insert an acute hook tool into the hole, hook the relocker plate, pull up, and turn the dial. It takes practice and works well.

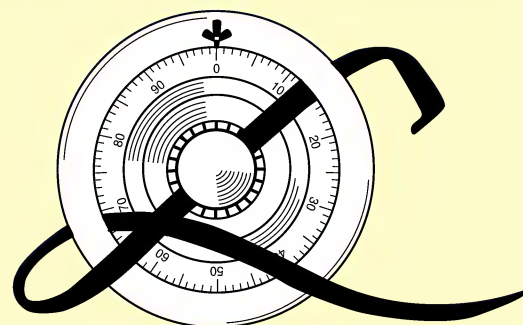
If the side that you have chosen is incorrect, then you will have to remove the bolt on the opposite side to deactivate the sprung relocker. Most times, I inadvertently choose the wrong side and have to go to the other.

If the safe is working properly, and the combination is unknown, try manipulating these units open. Because of the construction of these units, and the unique size and angle of the opening/locking lever, these safe heads readily succumb to manipulation therapy. Open and prosper! §



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HPC's Learning Center

"HPC's Learning Center, in conjunction with Triton College, offers accredited courses in the field of locksmithing."

The HPC Learning Center in Schiller Park, IL, in conjunction with Triton College of suburban Chicago, offers accredited courses in locksmithing education. Courses are offered at the Basic and Advanced levels. Both courses feature hands-on training.

The course work includes comprehensive lectures as well as extensive hand-on training with a very wide variety of tools and equipment. Students may also choose to participate in a voluntary apprenticeship in a working locksmith business.

The Basic Locksmith course includes an introduction to the field, key blank identification, key machine



Hands-on training at HPC Learning Center.

usage and maintenance. It also covers cylinders, locks, picking, emergency openings, domestic auto service, impressioning and basic masterkeying. After finishing this class, students should possess entry level skills as

locksmiths.

The Advanced Course covers the more specialized fields of locksmithing, including: tubular locks, high security, electrical theory, advanced auto lock service, auto alarms, computerized locksmithing, marketing and merchandising, plus much more. Successful completion of the Advanced Course will give the student additional knowledge to make his or her business more profitable.

The HPC Learning Center facilities contain audio-visual equipment, demonstration equipment, state-of-the-art key machines, and a complete model locksmith shop. All these are available for student use. Courses are offered two nights per week for fifteen weeks or

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The Lighter Side

Over the river and through the woods...



by Sara Probasco

In much of rural America, the small-town locksmith can add to his regular service calls the joys of making frequent trips into remote, outlying regions. Ask Don. In the four and a half years since we moved the southwest Texas, he has covered more countryside than most native coyotes.

He occasionally encounters hazards. Take the hill-country rivers, for example. Now, first, let me clarify the term "river." Having grown up in Mississippi, I was accustomed to rivers which required a person to cross in a

speed boat or a ferry...rivers that bore steamship traffic, and echoes of "Mark Twain" being shouted in fog, rivers like the mighty Mississippi. I remember chuckling to myself over the little, shallow, rocky, dried-up creek beds called rivers when I first moved to the Texas plains. The rivers around Uvalde seemed no different.

We used to wonder about the numerous posts beside the roads which bore ascending stripes about a foot apart, accented by numbers one through five. These posts were typically positioned at the center-most point of dry river-bed crossings, where the road dipped to its lowest level. Obviously, they were gauges of some kind, but who did they think they were kidding?

We were accustomed to seeing dry river beds in the plains, where it seldom rained. They were merely reminders of

old rivers, long gone. Around Uvalde, you might see a little trickle covering the rocks, from time to time, but three, four, five feet? Dream on!

On a day that Don remembers well, reports of heavy rains up-country had alerted the locals to potential problems at low-water crossings. "Flash floods; rising water," warned the reporters. Don became more excited than I. After all, having lived in the Texas plains all his life, he'd seldom seen water in a river-bed before, except in the movies.

You can imagine how thrilled he was when a service call came that day to install deadbolts in a remote hill-country ranch house. Bounding to his service van, he roared away with a wave of his hat and a shout of "Hi Yo Silver! Away!"

Up into the hills he drove, higher

Continued on page 81

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Continued from page 76

and higher. Finally, he turned off the main highway onto a little two lane road and rounded a familiar curve. Then he screeched his service van to a sliding stop. Ahead, the road ran straight into a swiftly flowing river. Those little numbers on the pole assumed new meaning, as he watched the rising waves lapping at the number two.

Two feet of moving water seemed a bit much to puddle through, even for one so adventurous as Don. He geared into reverse and whined backwards around the curve and up the hill, deciding to cross a little higher up-country. However, when he reached the alternate crossing, it too, was under water, and this one had no marker.

It did not look too deep to cross, but in the absence of a gauge, he hesitated. After all, he had heard stories of vehicles being swept off down river by swift water. He didn't want to become a statistic.

Just then, a man in a pick-up drove around him, waving in a Texas-friendly fashion.

"Hey, wait!" Don shouted. "Is it safe to cross here?"

"We'll know in a minute," the rancher called back, grinning. With a confidence born of experience, he eased his vehicle into the swift water.

Don watched the man slowly drive cross-current through the racing waters, leaving a wake as he plunged the depths and emerged unscathed on the other side.

Don decided to try it. He revved his engine and started across. Water rose to the center of his tires, then to the top. Then waves began lapping through the open doorway of the step-van and splashing across the floor. He was about to renege, when he noticed the depth diminishing slightly, then more, and soon the van was safely across and on dry ground again.

"Thanks," he called to the rancher, who had waited to be sure he made it. "One more favor. Can you tell me if the Bruster ranch house is directly on this road?"

The man shook his head. "Follow me. I'm going right by the turn-off."

Up the road they went, over the top of a hill and down again. Taking a sharp turn at a huge live oak tree, they left pavement behind and bumped down a deeply rutted path through what appeared to have once been a plowed field. "The road less traveled by," Robert Frost might have said.

Don became dubious, especially when he began dodging small trees growing between the ruts of the road. He heard the rancher down-shift as the grade became steeper. The pick-up topped the rise and disappeared.

As Don mounted the summit, he could see his guide just ahead, rocking heavily from side to side, as he maneuvered his way through a group of boulders, apparent remnants of a landslide. Once past that obstacle, they proceeded down-hill to another river. The rancher slowed and started across, sliding a bit on the muddy ground as the water covered his tires.

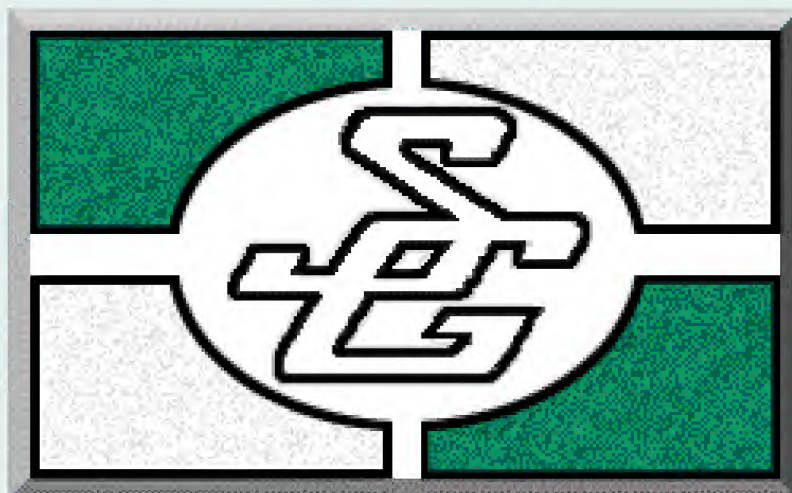
When the pick-up was across, Don

followed. Halfway through the river, he felt a strange pull on his van. "Man! This current is strong," he thought.

They traveled another mile or so, before the rancher waved Don alongside his pick-up. "Take this road," he pointed to the left. "And go down about a mile. The Bruster place will be on your right. Just follow the signs. You can't miss it."

Don's eyes followed the direction of the rancher's point, but he could see no road, only a slight gap in a barbed wire fence and a field of tall grass. He thought about mentioning this, but it didn't seem neighborly to question the

Continued on page 92



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HPC Learning Center

Continued from page 74

five days a week over a two week period. Either way, the courses involve 90 full hours of training.

The Basic Locksmithing Course is described by the Learning Center as an "entry level class for the person with no experience or limited exposure in locksmithing." Many students entering this course are those wishing to learn the profession to open their own business. However, many existing locksmith companies have sent new employees through the Basic Course to make them more productive members of the locksmith shop. Also, institutions have made use of the program in order to train their personnel.

A more detailed look at some of the curriculum items for the Basic Locksmithing Course shows the following topics will be learned:

Cylinders. Rim, mortise, and key-in-knob disassembling and reassembling. How to fit keys. How to change combinations. Replacement cylinders.

Locks. Key-in-knob, tubular deadbolts, rim mounted and mortise locks; their function and usage. Servicing and installation.

Domestic Auto Lock Service. Making keys by code, and fitting keys. Steering column lock removal. Door lock removal and opening procedures.

In order to take the Advanced Locksmithing Course, a student must have successfully completed the Basic course, have passed the Foley-Belsaw correspondence course, or have a minimum of two years practical experience working as a locksmith. The Advanced Course goes into great detail on the topics mentioned earlier as well as the following.

High Security Keys and Locks.

ASSA, Medeco, Emhart, Abloy, KABA, KESO, DOM, and more.

Electrical theory. Learn about electronic openers as well as access control systems.

Auto Lock Service. VATS/Pass system. The ten wafer tumbler Ford. Foreign autos, including specialty Mercedes, Porsche, BMW, Volvo, Lexus, Infiniti and others.

Additional topics in this course cover Aluminum door installation, advanced masterkeying, shop management, safe lock servicing, safe lock manipulation as well as safe penetration.

For some years now, the HPC Learning Center has been helping locksmiths become better technicians and professionals. For more information contact: HPC Learning Center, 3920 N. 25th Ave., Schiller Park, IL 60176, (708) 671-6280. §



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Stone & Berg

Continued from page 56

are received with the new prices.

All the price pages are produced on state-of-the-art Macintosh publishing system and are laid-out in an easy-to-read format. With every mailing, we also include our newsletter, which keeps the locksmith informed about changes in both the industry and Stone and Berg in particular. The catalog and price book are free to open accounts for the first year. The service will continue to be provided free if minimum yearly sales figures are met. Otherwise, a nominal service fee will be required.

Stone and Berg has no minimum order requirement so customers can pick and choose from any of our 20,000+ stock items. We stock products from over 90 different manufacturers and carry complete inventories on Briggs and Stratton, Auto Security, Don-Jo, Lori Lock (auxiliary), National Cabinet Lock (stock locks), and Ilco key blanks (in progress). We pride ourselves on our ability to service our customers, in both quick delivery and up-to-date technical information. Our goal for 1991 is to continue to improve operations through service and to provide more of you with our most useful tool, our catalog and price book.

Circle 286 on Rapid Reply

M. Taylor Inc.

M. Taylor, Inc. is located in Philadelphia, Pennsylvania and has been serving locksmiths for more than 80 years. In 1977, M. Taylor Inc., with new owners, put itself 100 percent behind the locksmiths. A year later, M. Taylor became an LSDA company and continued its concentrated support of locksmith dealers.

They are stocking distributors of 123 lines including all major manufacturers, with a 345-page catalog. They cover a six state region located in the eastern part of the country. Their LSDA-labeled products offer a wide variety of locks sold only through locksmiths, so that repeat sales come only through the locksmiths.

M. Taylor plans to continue to service the locksmith by being an area leading lock and hardware distributor selling high security lines, safes, locksmith tools with a complete line of door and automobile locks, and by offering excellent service at competitive prices and knowledgeable employees to help the locksmith.

In addition, they will continue their

aggressive efforts to offer locksmiths educational seminars throughout the year, either in-house or a few hours at night or one or two day seminars at a local hotel. This is their way of helping the locksmith grow and increase business.

M. Taylor, Inc. looks forward to a bright future for the company and their locksmith customers.

Circle 287 on Rapid Reply

U.S. Access Hardware

U.S. Access Hardware has experienced tremendous growth since its debut in early 1990. In a short period of time, it has become a major wholesaler of Baldwin, Russwin, CCL and most recently, Omnia.

"Our philosophy has been to offer an unsurpassed level of service and expertise at a competitive price," states Bob Marcotte, general manager of the company. Marcotte had spent his entire career at the manufacturing level, most recently with Baldwin Hardware.

"Manufacturers tend to look at wholesalers as a necessary evil, at best," he continues. "But the fact is that we act as an extension of the manufacturers we represent. A reputable wholesaler with high service levels and extensive inventory is an integral part of the hardware 'food chain.' Our ultimate goal is to cater to our customers to such an extent that they think of us as their prime source for the lines we carry for one reason...because we've earned it."

U.S. Access has a nationwide clientele consisting of locksmiths, decorative hardware showrooms, contract hardware dealers, and kitchen and bath showrooms. Complete product lines are inventoried and ready for same day shipment from Waterbury, Connecticut. Service, expertise, and extensive inventory at a competitive price are what define U.S. Access. The company will continue the aggressive marketing approach and business philosophy, that has made them a major factor in the wholesale market.

Circle 288 on Rapid Reply

Waldron's Security Systems

Waldron's Security Systems is owned and operated by Don and Donna Waldron. In 1981, they moved their locksmith shop from Nebraska to Colorado and started their own distributorship. They have serviced the whole United States from the same location for the last 10 years. The

Continued on next page

Continued from page 89

Waldron's serve their customers with Abloy, Abus, Adams Rite, All-Lock, Arrow, Auto-Security, Belwith, Continental Micro, ESP, Fort, Ilco, HPC, Kwikset, Lucky Line, MAG, Master Padlock, Pro-Lok, Schlage, Specialty Products, Tri-Flo, WD-40 and they are the Supra Box distributors for the state of Colorado.

Waldron's has grown consistently over the last 10 years and now have two outside salespeople, Denise and Gary, who call on Denver, Pueblo, Colorado Springs, Boulder, Greeley, Fort Collins, Longmont, Loveland, Castle Rock. The company also has three inside staff members. The inside staff works in a 3200 square foot warehouse assuring shipment of orders the same day.

The Waldron staff is trained to assist their customers with questions they may have about products or the availability of products. With convenient hours of 7:30 a.m. to 5 p.m., five days a week, Waldron's welcomes walk-in trade. Their main goal is to assist and service both the large and small locksmiths in every way possible. They have no minimum on their orders and accept Visa and MC. Waldron's constantly evaluates and adds new lines.

Circle 289 on Rapid Reply

Wilson Safe Company

Located in Philadelphia, Pennsylvania, Wilson Safe Company is a distributor for their own imported quality fire and composite burglary safes, as well as other major safe brands. This distributorship arrangement allows all safe dealers to obtain just one unit or order large quantities, whichever suits their own particular safe demand. In addition to the Diplomat and Reliance lines, they stock B and C rated chests, rotary hoppers, gun safes, wall safes, TL-15 and TL-30 rated. All service parts, keyblanks, new key or combination locks, shelves, etc., are available.

In 1990, Wilson Safe celebrated 85 years of service to the industry. The company was started by Harland Wilson, and in 1945 was joined by his son Richard, who expanded the sales and servicing of safes. Today, Richard's children, Ray and Margie are carrying on the three generation tradition of providing the best service involving sales knowledge and quick delivery of product. To serve their customers better, a full catalog, including brochures, retail and wholesale pricing is available.

Circle 291 on Rapid Reply

Samuel Zeldin

Samuel Zeldin is a Philadelphia based distributor founded in 1930 by a locksmith. In 1947, Mr. Zeldin started wholesaling and received his first contract from Briggs & Stratton.

They are a full-line distributor for Auto Security Products, specializing in automotive locks, selling and serving locksmiths and car dealers all over the United States. They serve their customers with immediate shipping and service on all products.

Circle 290 on Rapid Reply

Zipf Lock Company

Computerized since late 1969, toll free WATTS line and fax line, three catalogs consisting of their Hardware Catalog (278 pages), Shop Equipment Catalog (90 pages) and their new for 1991, Key Blank Catalog (over 165 pages) for a total of over 500 pages.

Add in over 15,500 different line items with a low markup rate and very competitive prices, 26 dedicated and knowledgeable employees, in-stock orders phoned in by 4 p.m. (EST), shipped out the same day, and bi-monthly sales flyers. Mix it all together and you get one highly dedicated supplier of security and related door hardware: Zipf Lock Company.

Family owned and operated for over 80 years, this company still operates with the same pride with which it was started and is ready to prove it.

Circle 292 on Rapid Reply

Letters

Continued from page 6

After installing the lock, a representative from the Department of Defense said the safe needed to be certified because the label was missing from the safe. I misunderstood the reason for having it certified by thinking it was because I changed the lock.

Special thanks to Nancy in Anaheim, CA, Nils-Olaf Pearson and Mel Less for providing me with a format to certify the work I performed on the safe and information on labeling.

Ken Williams
California

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